A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 21, 1967

Packaging machinery sales in Mexico repeated this year

International Trade Winds Newsletter

Company News

RUBBER—Goodyear International Corp., a subsidiary of Goodyear Tire & Rubber Co., Akron, Ohio, has announced that construction will start before the end of the year on a new tire factory in Greece at a site to be determined later. Representing an investment of $15.7 million, the factory will be operated by Goodyear Hellas, A.E., a Goodyear International subsidiary. The plant will produce tires and tubes for passenger cars, trucks, buses, and tractors. With 145,000 square feet of floor space, the installation is expected to be operational within 14 months after the start of construction.

COMMUNICATIONS—General Telephone & Electronics International, New York, is installing a microwave communications system between Norway and Sweden which will triple the capacity of the principal existing radio communications system connecting the two countries. The new setup will provide 1800 channels for the transmission of telephone calls, data, and television programs when the network becomes operational this fall. Two microwave repeater towers are being built at Runddelen, Norway, and Sunne, Sweden. Radio equipment will be supplied by GT&E's Italian subsidiary.

STEEL PRODUCTS—Erdesa Corp., Glendale, Calif., has been awarded a license by Inland Steel Products Co., Milwaukee, granting Erdesa the right to assemble, erect, and market Inland "Steelcor" panels throughout Chile. The panels are used in framing for low cost building construction. Erdesa, a Western Hemisphere Trading Corporation, is active in Central and South America.

TRADE PROMOTION—The Maryland Port Authority has authorized the establishment of a trade promotion office for the Port of Baltimore in the Far East, with offices and staff to be located in Tokyo. The port's representative will also cover such areas as Hong Kong, Malaysia, Singapore, and the Philippines. Baltimore already has similar offices in Brussels and in London. The Tokyo office is expected to open early next year.

Worth another look, according to the American Management Assn. "Management Review," is the list in our June 12 issue of 37 European firms seeking licensing agreements with U.S. companies. The products of interest range from agricultural equipment, plastics, electronic equipment and boilers to drugs, cranes and shipping containers. As is customary in our Investment Opportunities section, the list has company names, what they do, what they want to license, their facilities and where to write for full information.

Back in business and fully operational is the U.S. Sample Display Center in Beirut, Lebanon. Products of 16 firms are on display and all participants have been notified of the reopening. Meanwhile the U.S. Embassy in Beirut has notified appropriate Lebanese businessmen through a direct mailing that the Center is once again in operation.

A new World Intellectual Property Organization was set up this summer at an international conference in Stockholm at which the U.S. was represented. It will coordinate international conventions on patents, trademarks and copyrights. Of particular value to U.S. businessmen will be its effect on the newly-independent developing nations, which are looking to a strong international body for advice and expertise in these matters.

A county with its own trade representative abroad? That's Camden County, N.J., which has retained a Japanese-American consultant, Tony Kawaguchi, for followup work to assist 18 firms that participated in a recent county trade mission to Japan. He will also help link other members of the Camden County Chamber of Commerce and the Camden County Economic Development Committee with Japanese import-export interests. He had served as secretary to the Camden trade delegation while it was in the Orient.

International partnerships bring mutual benefits in the countries involved—and Eugene M. Lang of Resources and Facilities Corp. has citations to prove it. REFAC, specialist in administration of international license and joint venture agreements, won a U.S. Presidential "E" Award in 1964. Now REFAC (Japan) of Tokyo has been honored by the Japanese Ministry of International Trade and Industry for outstanding efforts on behalf of Japan's exports. REFAC, now 15 years old, administers 300 agreements in 23 countries that create $100,000,000 in revenues annually.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Returning to the National Auditorium in Mexico City, scene of last summer's highly successful solo exhibition of U.S. products, American manufacturers of packaging and food processing machinery and equipment put the latest in U.S. technology before eager buyers from more than a dozen Latin countries. Exhibitor comments such as "We've sold all our equipment," "There's great opportunity here." ". . . surprisingly strong interest," and "We talked with every major Mexican user," backed up by immediate sales of over $1.1 million, proved the show a success. A full report on the exhibition, with photos, begins on page 2.

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VISITORS CROWD THE AISLES as they inspect equipment on display in the packaging section of the U.S.-organized EXPO-META exhibition in Mexico City.

PACKAGING AND FOOD PROCESSING EQUIPMENT

Mexico encore is success

Immediate sales of over $1.1 million made by 62 U.S. companies at Mexico City exhibition

By JAMES F. ROURKE
Director, Information Division
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MEXICO CITY—Sixty-two U.S. manufacturers scored a multimillion-dollar success here last week in a full-scale extension to one of the most successful foreign trade shows ever sponsored by the U.S. Department of Commerce.

The event was EXPO-META, the Department's commercial exhibition of packaging and food processing equipment, staged Aug. 1-10 in the National Auditorium here.

In a preliminary tally, exhibitors reported $1,129,632 in floor sales and estimated that additional business in the next 12 months would total $7.5 million as a result of the exhibition.

Twenty of the manufacturers were entering the Mexican market for the first time, and 13 were actively seeking agents to handle their business on a long-term basis. Five reported signing agency and distributorship agreements during the course of the show and nine said they were in negotiation with 21 Mexican representatives when EXPO-META closed.

Sponsored by the Department's Bureau of International Commerce and the U.S. Embassy here, the exhibition was aimed at industries spending $40 million a year for the product lines on display. The show attracted more than 8,000 trade visitors from throughout Mexico and from more than a dozen Central and South American and Caribbean countries.

EXPO-META was designed to capitalize on the keen interest Mexican businessmen demonstrated in U.S. packaging and food processing equipment at the U.S. Industrial Equipment Exhibition here one year ago. Fifteen packaging machinery makers—less than 14% of the exhibitors—took part in that show, did $419,000 in floor sales and estimated another $2.2 million in business in a year. They urged Commerce to stage this year's show and to include food processing equipment.

"The trade prospects are even better this time," said Antonio Prado, Mexico City sales manager for one of last year's exhibitors, FMC International of San Jose, Calif.

FMC's display included a food-shaper for such products as ground meat and fish cakes—a plastic-bag making machine, and equipment to package crackers and cookies. Prado said he saw no dramatic changes in the Mexican packaging industry in the last year "so far as those using our equipment are con-

cerned," but added that the industry is approaching that in the United States.

"It's hard to measure our business this time because we're still getting orders from last time," he commented.

Said Joseph H. Nardone of Bostich Division of Textron, Inc., East Greenwich, R.I., another of last year's exhibitors: "This show is fantastic, from the way it's set up to the caliber of people coming to see the machinery."

Centerpiece of the Bostich display was a machine automatically assembling partitions for cardboard cartons for use in the paperboard packaging industry. Nardone, the firm's sales director for Europe, Mexico, Central and South America, observed that the bulk of these partitions now are assembled by hand in Mexico.

"We have a potential here that surpasses Europe by far," he said. "As soon as we start to automate one plant, the others will follow."

EXPO-META was officially opened by Assistant Secretary of Commerce, Lawrence C. McQuade, U.S. Ambassador to Mexico Fulton Freeman and Octaviano Campos Salas, Mexican Secretary of Industry and Commerce.

In a brief ribbon-cutting speech—and in a major address to the American Chamber of Commerce of Mexico the day before the show—McQuade twice made this point: U.S. businessmen came to EXPO-META with products that Mexican businessmen expressed an interest in buying.

"Mexican businessmen have their own objectives—to increase productivity, improve product quality, cut costs and become more competitive in domestic and world market," McQuade said. "The advanced and specialized industrial equipment produced by our U.S. exhibitors can help Mexican businessmen advance these industrial goals."

CARTON-MAKING MACHINE, made by Bivans Corp., is explained to customers by company president.

DAIRY PRODUCT PACKAGING EQUIPMENT is shown to prospective Mexican buyers at the exhibition by official of Lincomatic Division of Haskon, Inc.

Subsequent action on the floor—and reports from the U.S. exhibitors—underscored the Assistant Secretary's statement.

"I'm amazed by the size and quality of this market," said Richard Wellbrock, president of the U.S. Packaging Machinery Manufacturers Institute and, as president of New Jersey Machine Corp. of Hoboken, N.J., one of the U.S. manufacturers taking part in the show.

"I base the judgment on the number of factories I've seen while going around the city, and the kind of people the Commerce Department brought to this show. We've sold all our equipment off the floor."

Wellbrock, whose span in the packaging industry covers 31 years, observed that many aspects of the Mexican packaging industry compare with the U.S. industry 31 years ago.

"But there's a population explosion here, and an increase in the standard of living. The Mexican packaging industry is moving, no question about it."

Repeat exhibitor

Packaging Machinery Corp. of East Longmeadow, Mass., an exhibitor in last year's U.S. Industrial Equipment Exhibition here, came to EXPO-META with a working model of its Transwrap weight-pack machine.

"We showed it last year in photographs and got sales," said PMC advertising manager George McIntyre. "We brought it this year because of last year's interest. And we've been very pleased with the activity."

That activity included sales to a leading Mexican candy maker, a manufacturer of packaged fuels, and final negotiations with a Panamanian packer of beans, rice and other staples. McIntyre also reported strong interest in PMC's pouch-packing machine for producing individual rations of condiments, toiletries, cleansers and similar products. The floor model went to a Mexico City food-products firm.

"Because of the purchasing power of the Latin housewife, she goes to the market every day instead of once a week as a woman might do in the United States," McIntyre said. "To exploit this market, we are introducing into Latin America for the first time a machine to package certain products in individual containers."

Jose Perez, PMC director of international operations, compared the evolution of the Mexican industry with that of the U.S. transportation industry—but said "Mexico is jumping directly from the car to the jet."

Jerry Crawford of the international division of Mira-Pak, Inc., Houston, Tex., was among three exhibitors negotiating sales to a Honduran baker and maker of snack foods. Crawford also reported "many good prospects" in Mexico.

"We expect to do a great deal of business in the next six months as a result of this show," Crawford said. "This country is ready to boom, ready to start automating on a big scale. There's great opportunity here for anybody who wants to come here."

George Andreopoulos, sales manager

COMPANY ENGINEER for Mira-Pak, Inc., demonstrates automatic packaging machine to Latin buyers.

for Manley, Inc., Kansas City, Mo., also was involved in negotiations with the Honduran baker. In a $31,000 transaction, the customer took a complete line of Manley equipment for making snack foods, Andreopoulos said. He also reported sale of corn-popping machines from photographs in the Manley booth.

"I certainly give the Commerce Department market development program all the credit," he said. "The way this show has been organized is excellent. This is our first Commerce show—but we'll be back."

R. D. McLauchlan, president of A. B. McLauchlan, Inc., Salem, Ore., also was attending his first Commerce Department overseas commercial exhibition, showing equipment to wash, grade and slice strawberries and other pitless foods. Trade visitors to his booth included Latin businessmen interested in McLauchlan equipment to process rice, limes, bones and chunks of suet. After testing suet on the strawberry washer, McLauchlan sold the machine to a Mexican maker of soups and boullion.

"I'm very happy with the whole set-up here," McLauchlan said. "I didn't expect to write orders during the show because of the seasonal nature of operations that use our equipment. But I expect to be taking orders in November and December."

McLauchlan used fresh Mexican strawberries to demonstrate his machinery and donated the fruit to local charity at the end of each day. Other exhibitors used bread, fresh vegetables, candy, cookies, soft drinks and, in many instances, such items as shirts, soap and other articles brought in by prospective buyers to test the U.S. equipment.

Among trade visitors calling on Weldotron, Inc., of Newark, N.J., was a Mexican manufacturer of hosiery who inspected Weldotron shrink-packaging equipment one day, came back the next day with a full carton of stockings to run on the machinery. Outcome: the hosiery man bought a complete Weldotron shrink-packaging line to market hose in transparent trays, according to Rudolfo Futron, the New Jersey company's general manager here.

Market exposure

Syntron, Inc., of Homer City, Pa., showed volumetric and vibratory feeders for both the food and packaging industries, and the firm's goal at EXPO-META was "probably a little different from the others," according to engineer Bernard F. May.

"We want to sell, of course, but what we really are after is getting better known in the Mexican food processing and packaging markets," May said. "I think we're getting the kind of exposure we want. I'm very well pleased with the caliber of visitors coming to our booth, and with the genuine interest they're showing."

James Gottlieb, president of J. G. Machine Works of Little Ferry, N.J., found "surprisingly strong interest in aerosol packaging in Mexico—surprising to me because of the size of the population and its buying power as compared with the United States. I think it will be another two years before they start catching up on their aerosol-packaging production."

Gottlieb reported particularly strong interest in his firm's aerosol-packaging equipment for use in industrial laboratories. He said it was "selling well" and that Mexican pharmaceutical firms were "especially interested."

Ecko Products, Inc., Wheeling, Ill., displayed a full line of aluminum foil containers for processed foods, and both automatic and semiautomatic container-closure machines. Henry Tewes, Jr., representing Ecko here, estimated "it will be another three or four years before this market is ready for a complete line of fully automatic equipment," but said there was strong interest in semiautomatic equipment at this point.

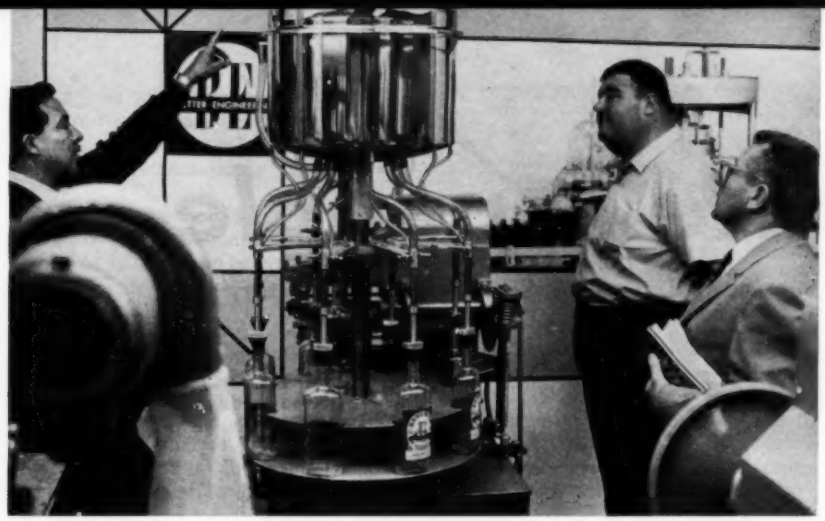
"Ecko started making and marketing aluminum foil in Mexico a year ago," Tewes said. "We now are selling 20% more than we expected to, and sales are increasing at the rate of 15% a year. We manufacture 14 different styles of containers now, and expect to have 20 within a few months."

Bakery buyers

Executives of a number of Latin bakeries, both in Mexico and in several Central and South American countries, were among EXPO-META's registered trade visitors. Their interest ranged over

Eximbank helps

"How can we get credit insurance on overseas sales?" is a question often asked by new exporters, as well as by their more experienced international marketing colleagues. To answer this query by acquainting traders with the insurance operations of the Foreign Credit Insurance Association, John Corbin, Chief of the Exporter Insurance Division of the Export-Import Bank, attended the U.S. Exhibition in Mexico City. Corbin briefed U.S. exporters and their local agents on the availability of credit insurance through FCIA, including information on how to make out the required forms, whom to contact, and other details. The 20 new-to-market firms in the show and other exhibitors were shown how the FCIA works to help exporters increase sales and lower costs in offering credit terms. Eximbank briefings at previous Commerce-sponsored exhibitions have proven popular with U.S. exporters.



PAIR OF PERUVIAN BUSINESSMEN (right) interrupted flight home to visit EXPO-META after reading of the show in a news story. Here they inspect a rotary filling machine made by Biner-Ellison Co.

a wide variety of equipment, from pizza ovens by Bari Restaurant & Equipment Corp. of New York, to bread-loaf tying machines by Plas-Ties Corp., Santa Ana, Calif., to automatic cookie-and-cracker wrappers by Doughboy Industries of New Richmond, Wis.

"The Mexican bakery industry is five or six years behind the United States in packaging," in the opinion of John Turek, product sales manager for Doughboy. "But it is one of the fastest growing fields—really growing fast."

Mexico's frozen food industry also is on the move, said Walter Saller of the Greer Division of Joy Manufacturing Co., Wilmington, Mass., whose firm showed a candy-forming machine and a graphic display of a small scale blast-freeze testing unit.

"The frozen food industry here is perhaps ten years behind the United States," Saller said. "However, it is moving fast and in the next five years will be ready for high-production equipment. The growth of the confectionery industry also has been quite rapid."

Follow-up planned

Saller planned an after-show trip to the shrimp-producing area of Veracruz, Mexico, to study the potential for his firm's freezing equipment there.

EXPO-META exhibitors included Kuhl Intercontinental, Flemington, N.J., a President's "E" award winner for export selling and an old hand at Commerce Department Trade Center Shows and Commerce-sponsored Trade Missions.

In the course of the exhibition, international sales director Donald W. Melick reported the $15,000 sale of Kuhl equipment for a large new poultry-breeding enterprise in Cordova.

"We have set up the entire package, furnishing the egg candler-washer-grader machinery and all the general-line poultry equipment for the operation," Melick said.

S. T. Jacobsen, president of Krispy Kist Korn Machine Co. of Chicago, distributed popcorn to visitors in the process of demonstrating his corn popping and coating machines and reported "a lot of action" as a result of the exhibition. "This has been a very good show—very well planned, and one of the best I have seen," he commented.

Among Jacobsen's prospective buyers: a Mexican businessman interested in the Krispy Kist equipment for concocting rat poisons.

Ward C. Cramer, president of Ward C. Cramer Associates, Pawtucket, R.I., said he was "astonished" at the diversity of interest in his plastic-bottle filling machine, designed primarily for use in the dairy industry. Inquiries came from such other fields as the edible oil and chemical industries.

Cramer, who invented the equipment he sells, said his firm had done little exporting—"most of it to people who simply wrote to us about our equipment"—and that EXPO-META was his first commercial exhibition anywhere.

"We came to explore the market, to see if there is a potential for this sort of machine," he said. "I think there is, and I am very happy in that respect. We will set up representation here."

Roger Hewson of G. T. Schjeldahl Co., East Providence, R.I., saw a "tremendous market" for his firm's polyethylene-bag making machinery in Mexico. Describing EXPO-META as "spectacular," he said the show had given him opportunity to talk with "every major Mexican user of polyethylene bags."

Woodman Co. of Decatur, Ga., with bag-forming and filling equipment for such products as popcorn and potato chips, found buyers among Mexican makers of noodles and cookies.

"The potential for us here is just tremendous," said Woodman's Wesley G. Martin. "Many of our trade visitors have traveled in the United States and have seen our equipment there, but we have done far better here than we anticipated. I don't know why, unless we just didn't know the market well enough. I've just been amazed."

Charles Mazzoni, export manager for Tee-Pak, Inc., Chicago, also commented on the caliber of trade visitors.

"We are meeting people who are really in a position to dictate policy and to buy. The Commerce Department has done a good job," he said.

Showing casings for packaged hamburger, chili and similar products, Tee-Pak exhibited in cooperation with Kartridge Pak Co., Davenport, Iowa, maker of machines to pack and close the casings, and with Dow Chemical Co., Midland, Mich., maker of gas propellant usable with Kartridge Pak aerosol-packaging equipment.

Mazzoni said Tee-Pak's main goal in the show was to introduce the casing-pack marketing concept to makers of shortening, cheese, jellies, powdered products and shoe polish.

"This would be a new concept in packaging for these industries, particularly lard. We want to show them this concept and trigger the minds of these people. And we have made some good contacts," Mazzoni said.

ASSORTMENT OF FOODS was used by Hobart Manufacturing Co. to demonstrate the operation of its latest model seal-shrink food wrapping system.

SIX-YEAR SUMMARY

The Alliance is people

Ambassador Linowitz outlines the significant part U.S. business has to play

No matter how you approach it, the Alliance for Progress is people: U.S. business people, Latin business people, farm people, city people, prominent people and, last and most important, the hopeless people.

LINOWITZ

That is the inescapable conclusion after listening to former businessman Sol Linowitz, U.S. Ambassador to the Organization of American States, review the six-year record of the Alliance's triumphs and disappointments. "If we can involve the Latin Americans in this effort, make them realize that it's their program and let them know they have a stake in its success, it will succeed.

"You don't get the feel of Latin America by sitting in air conditioned offices discussing abstract programs. Whenever I'm down there I make a point of going out into the barrios, and trying to see what, if any, difference the Alliance is making in the lives of these people.

"If the Alliance is reaching these people, it has a chance of success; if not, we might as well forget it. Fortunately, in the nine months since my appointment, I can notice some improvement in these people's lives—not enough, but some."

American business is our country's most conspicuous and most important presence in Latin America today according to Ambassador Linowitz. It employs one and one-half million Latin Americans; its investments account for one-tenth of the total output of goods; it pays one-fifth of all Latin American taxes; it is responsible for one-third of all Latin American exports. "With an investment of ten billion dollars in Latin America, American business has a vital stake in the Alliance for Progress."

"Whether American investments there will grow—and in some cases whether they will be allowed to remain—may well depend on the success or failure of the Alliance. Our business firms, therefore, have an immense responsibility and opportunity. They can do much to assist the nations of Latin America attain the exciting goals they set for themselves at Punta del Este."

How will the movement toward economic integration through a Latin American Common Market affect the role of the U.S. businessman in the Alliance? Very little, according to Linowitz, who as a former chairman of the board of the Xerox Corporation and Xerox International, can look at the problems of international trade and investment from the businessman's viewpoint.

"The problems and opportunities are the same, except perhaps for the added benefits which will result from operating in an atmosphere of relaxed international restrictions.

What the new commitment to Latin economic integration has done, primarily, is to officially recognize that the Alliance is a continuing involvement, according to Ambassador Linowitz. "The welfare of the western hemisphere is so inextricably intertwined that it's artificial to even try to set a target date after which everyone can forget about the program."

Will the development of a Latin American Common Market provide increased competition for some of our own export markets? "Probably. The same was also true of the European Common Market. Yet the growth of the European market has not affected our industrial growth adversely; quite the contrary. For whether it be Europe or Latin America—or any region, for that matter—our prosperity is bound up with the world's.

"We will have to make some adjustments and there may be some short-term losses, but these cannot be compared to our—and their—long-term gains, as we engage in a mutually profitable trade. And the story does not end with economics. There is a political moral too: An economically viable Latin America will have a greater stake in a free, stable and secure world."

For the U.S. firm operating in Latin America Ambassador Linowitz has three suggestions:

- get the Latin nationals into supervisory positions;
- go into joint ventures which give the local businessman a stake in the success or failure of the enterprise;
- locate in undeveloped areas, away from built-up industrial complexes.

"U.S. firms simply have to start using more nationals in key positions. Too often the tendency is to bring in the top people from the United States to run the show. I'm gratified to see nationals being used in supervisory jobs on an increasing scale, but many U.S. companies still

MODERN NICARAGUAN SUPERMARKET reflects the goal of the Alliance for Progress. When developments such as this are available to all Latin Americans, the Alliance will have achieved its purpose.

have a long way to go in this regard. If you give the Latins a key role in the enterprise, your long-term chances for success almost automatically have to be better."

Obviously, joint ventures are another method of giving the Latins a stake in the success or failure of an enterprise. "In the long run joint ventures make the most sense," according to Linowitz. "It's a great opportunity to put roots down quickly, and at the same time tap the expertise and resources of the local people; and there's no better way to get them involved than appealing to their own self-interest."

He cites the Council of Latin America, an association of several hundred U.S. businessmen headed by David Rockefeller, whose chief activity is searching for new projects which would make suitable joint ventures between U.S. and Latin firms. The recently-founded Inter-American Investment Development Center in New York is another example of the new emphasis on partnerships with Latin businessmen. "You just can't do enough of this sort of thing," says Linowitz.

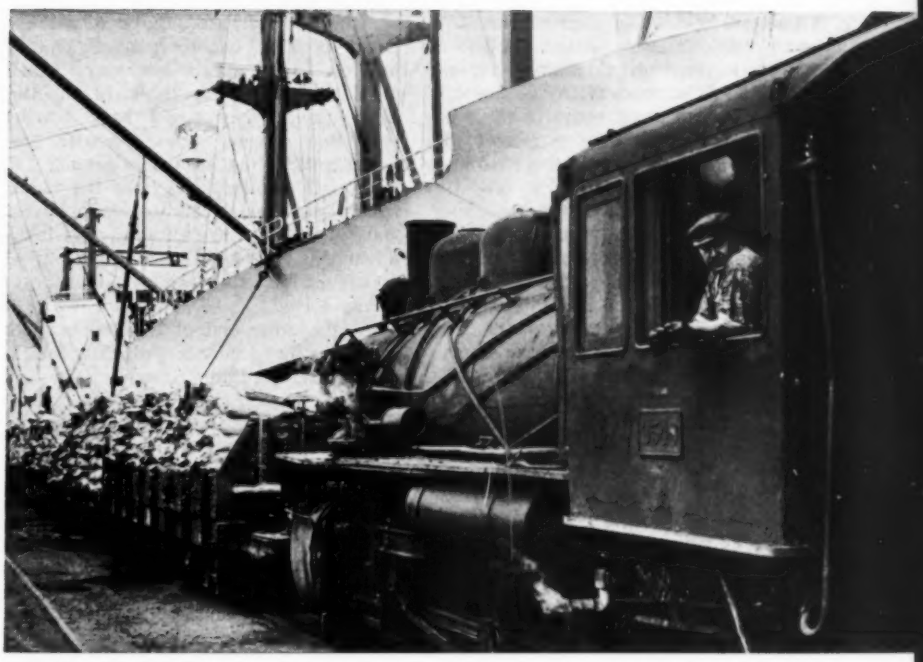
Alliance transport and communications projects are helping to make it feasible to locate new plants in undeveloped areas, away from already built-up industrial sections. This should prove an economy for the investor, and would also help stem the flow of rural population which is choking Latin America's cities in a search for decent jobs. Many Latin governments are offering incentives that make these areas particularly attractive.

The colossal transfer of Brazil's capital from Rio de Janiero to the entirely new, custom-built city of Brasilia is the most dramatic example of this effort. The aim was to turn the nation's attention inward, to the enormous economic potential of the resources in the interior, which up until now have been virtually untapped.

Doing the unthinkable

"It's working, too," says Ambassador Linowitz. "Many Brazilians still hate to leave Rio, but they've got to go to Brasilia if they're going to get anything done . . . and the interior *is* being developed. A relatively few years ago it was unthinkable to talk about locating outside Sao Paulo. Now it's being done every day."

The Alliance is also a state of mind. "Progress over the first six years admittedly has not been as much as was intended when the Alliance was launched, or even as much as might have been achieved, but I think that we've created a recognition of the importance of mutual interdependence throughout the area.



FISHMEAL FOR EXPORT arrives at the Chilean port of Iqiuque. The Alliance has taught Latins how to use their resources more intelligently and impressed on them the need for long-range planning.

"For instance, many sympathetic observers considered 1966 a total failure because we fell well short of the 2.5% real GNP growth target for the area. My feeling is that such a figure is delusive.

Self-help catches on

"We can see the idea of self-help flourishing throughout the hemisphere; this is the basic premise on which the Alliance was founded and is the most exciting thing about the whole program, but how do you reflect it in bare statistics or the usual economic indices?

"People also have a habit of forgetting that many of the Alliance's proudest achievements aren't reflected in the gross national product. Schools, housing, village water projects, technical training programs and similar programs take up a large portion of the Alliance's resources, but their effect on the GNP won't be felt for years, and then only in an unmeasurable way.

"Last year saw the greatest growth in the history of Latin American tax collections, due largely to Alliance assistance which won't be reflected in any set of economic growth statistics."

The GNP figures also fail to reflect the much more intelligent uses which

ROADS THAT WILL BIND LATIN AMERICA into a single economic entity are being built throughout the hemisphere. The Alliance has helped create a recognition of the need for mutual interdependence among the Latin nations.

Latins are making of their resources. "I can see this in every session I attend of the Inter-American Committee for the Alliance for Progress (CIAP). The Alliance is also teaching many of these nations, for the first time in history, the value of long range planning. How do you show that on a graph?"

The movement toward mutual interdependence permeates the entire hemisphere, from top to bottom. It has penetrated to the lowest economic levels where more than 17,000 cooperatives have mushroomed in the past few years. More than 2,200 new savings and loan associations have brought many of their 600,000 members into the money economy for the first time.

Potential bright spot

"Agriculture, now a great problem, could be one of the brightest spots in the Latin development picture. To date we have not seen the broad-scale distribution of land promised to the small producer in the Alliance Charter.

"Chile, which used to be a net exporter of food, had to spend $170 million on food imports last year. That's shocking, when you think of all the other things they could have bought with that money," said Linowitz.

Once again the answer is people: "If the small farmer throughout the hemisphere gets enough land to feel he has a stake in this country's future, and takes advantage of the Alliance's agricultural programs, the Latin food problem is practically solved."

At the other end of the people spectrum, the new leadership which is emerging throughout Latin America is another source of optimism for Linowitz. "Many of these men are trained economists and engineers. They are educated men who are aware of the sort of things which concern businessmen, and quite often they prefer to talk in the language of businessmen.

"They are not trying to advance their personal fortunes, but are genuinely interested in bettering the economic conditions of their countries. Not too long ago this was not the case in much of Latin America."

This leadership has to realize that the Alliance is a Latin American instrument, and then must transmit this realization to the millions of Latin Americans who will ultimately determine whether the Alliance stands or falls.

"You won't get these people committed simply by showing them wall charts of what the Alliance is doing for them. They have to see how it translates into human terms—decent housing for their families; jobs for the breadwinners; better schooling and a better future for the children.

"No U.S. administration has committed more in finance and prestige to helping Latin America than the present one, but it will all be wasted if we can't translate it into human terms that everyone can understand.

"Frankly, when I came into the foreign aid field from the business world, I was a bit skeptical about the program. I had the businessman's usual reservations: was the right kind of effort being made?—was it being conducted in a businesslike manner?—were the funds being used wisely?

"I have been tremendously encouraged by what I found. Once again there are exceptions, but on balance we've got an excellent aid program operating in Latin America."

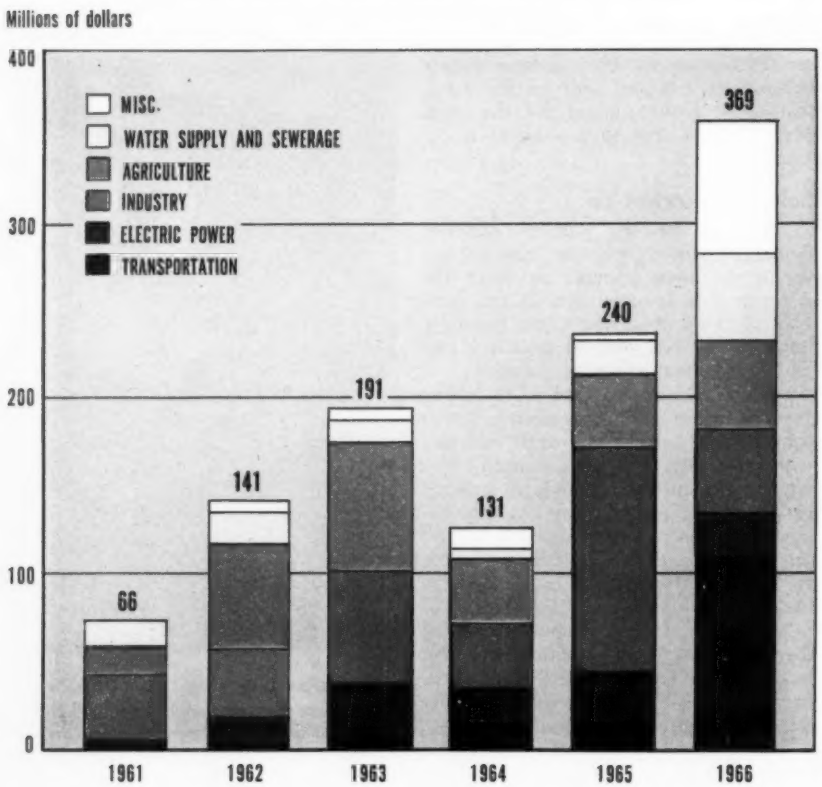
Knows businessmen

Ambassador Linowitz had experience in Latin America as a businessman, and he knows the things which concern American businessmen when they consider operations in that area: what are the chances of expropriation?—will economic instability or inflation cancel out any gains?—will the currency be devalued?—is the government willing to do the things that must be done to move the economy forward?—can I repatriate profits?—are U.S. trade and investment really wanted?

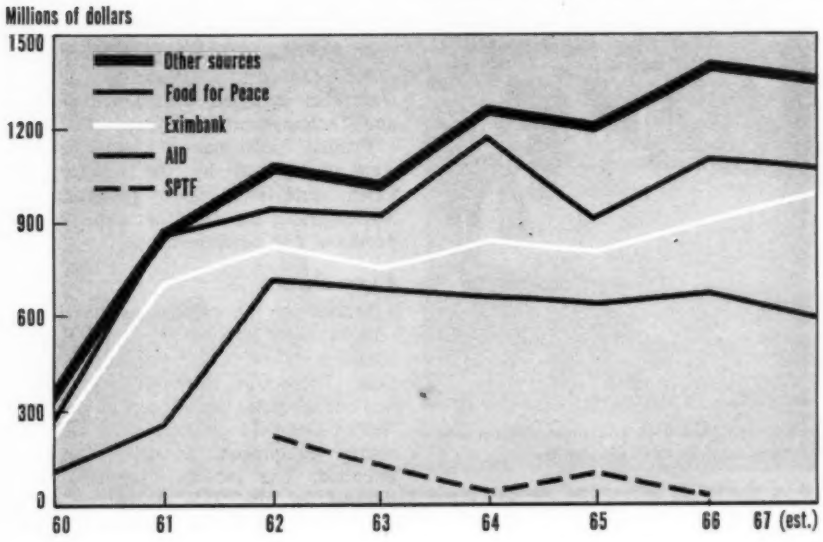
"Even in the most difficult of these areas we are making progress," says Linowitz. "We will probably never reach the point where all of these problems are totally eliminated, but we are minimizing them."

Is there a golden rule for U.S. businessmen operating in Latin America? "Yes," says Linowitz, "Be, in every sense of the term, a good neighbor. Give the Latin national as big a role in the organization as he can handle. If you consider the host country's interests as well as your firm's, then the future looks promising."

Loan Pattern for Inter-American Development Bank's First Six Years



Total U.S. Economic Assistance to Latin America



SPTF: Social Progress Trust Fund, administered for the United States by the Inter-American Development Bank (IDB).
Other sources: includes the Peace Corps, grants for the Inter-American Highway, and annual allocations of $250 million to the IDB's Fund for Special Operations in 1965, 1966 and 1967.

Integration is keynote as Alliance completes sixth year of growth

Tangible evidence of progress is visible throughout hemisphere; Latins have provided $4 for every $1 of foreign assistance

Economic integration has become the major force for accelerating Latin America's development during the next 'decade of urgency'.

The integration movement, initiated by the Latin Americans, received strong endorsement from the Chiefs of State attending the April Summit conference in Uruguay. Thus the Alliance has picked up new momentum as it cnmpletes its sixth year of promoting Latin economic growth. The target date for completion of the Latin Common Market is 1985.

During fiscal year 1967 total United States assistance to Latin America reached a new level. Preliminary gross figures, including $572 million in AID loans and grants, amount to $1,418 million.

Summary figures, subject to adjustment, for the past six fiscal years—1962 through 1967—amount to $7,310 million. This includes the financing of AID loans and grants, Food for Freedom, the Social Progress Trust Fund, and the Export-Import Bank programs in Latin America. Likewise it takes in contributions to the Inter-American Development Bank, the Peace Corps, and the Inter-American Highway.

Latin America's tangible progress, in the form of physical achievements, is visible throughout the Hemisphere.

U.S. assistance has resulted in some 250,000 dwelling units—completed or under construction or in various stages of planning. The figure includes 65,000 units financed by private savings and loan associations which received AID assistance.

Through their own resources, local public agencies and private interests in Latin America are building an estimated 400,000 dwelling units per year.

More than 300 U.S. universities, firms and non-profit institutions under contract to AID are assisting ministries of education in modernizing and upgrading the educational methods and standards of Latin American schools or in carrying out studies pertaining to a variety of public service projects.

Delegates to the June conference of the Inter-American Economic and Social Council gave a boost to the Hemisphere's private sector by establishing an Export Promotion Center. In addition to expanding overseas markets, the Center will provide technical training to exporters.

Another profit incentive for the private sector is the new Inter-American Investment Development Center, established in New York by AID as a clearing house for bringing investment proposals to the attention of U.S. investors. The Center collaborates with banks and other financial institutions in Latin America. It is intended to become self-supporting in three to five years.

Substantial external assistance to Latin America is also provided by the World Bank, the United Nations, and the European Economic Community. Along with IDB's loans and grants, this assistance amounts to more than $4 billion.

However Latin America's own self-help programs and investments from both the public and private sectors have yielded more resources for the Alliance than the total of all external assistance. It is estimated that Latin America's contribution to her development is in the ratio of four dollars to every dollar provided by external sources.

When LAFTA country officials hold a meeting at the ministerial level in Asuncion, Paraguay, at the end of August, they will consider ways of reaching agreements on across-the-board tariff concessions. They will also study ways of arriving at a common external tariff.

This will be followed, early in September, by a mixed LAFTA-CACM Committee Conference. The Committee will designate a commission with authority to study and recommend ways of facilitating a merger between LAFTA and CACM into a Latin American Common Market.

Up to Jan. 1, nine LAFTA countries had agreed on 9400 tariff concessions. Recently Bolivia and Venezuela joined the LAFTA group, indicating that more concessions are in the offing. The LAFTA area now includes all the South American republics and Mexico.

After eliminating most of their traditional barriers to free trade, the five Central America republics have developed a Common Market whose intra-zonal commerce and foreign trade have reached new peaks.

'FREE' MARKETS IN USSR sell produce from private farm plots—often fruits and vegetables not available in State-controlled stores. At such a market, above, the mission saw fresh strawberries.

'Cautious optimism' is consensus of California agriculture mission on potential of Soviet market

Appraising the future for U.S. fruits, nuts, agricultural and processing equipment, group found some interest; but shortage of foreign exchange limits immediate sales

Members of California's first agricultural mission to the Soviet Union are "cautiously optimistic" about the future of trade between the Golden State's food and farm equipment industries and the USSR.

The size of the population—230 million—and the interest shown in U.S. goods point to a favorable market potential; but consumer buying power is limited, and the country's shortage of foreign exchange appears to be the most important factor precluding immediate sales.

"While no firm orders were written," said Henry Schacht, leader of the 10-man group, "the mission felt that the visit was successful and certainly necessary if future trade is to be developed."

About 200 California businessmen showed up after the mission returned to hear Schacht, vice president of the California Canners and Growers, San Francisco, report the participants' findings to the California Council for International Trade, which sponsored the mission.

Two weeks in USSR

Comprised of fruit and nut growers, food processors, and equipment manufacturers, and approved by the U.S. Department of Commerce, the May mission spent two weeks in the Soviet Union. In Moscow much of the time, the businessmen traveled also to several other cities—talking with officials of the Ministry of Agriculture and of several of the State trading organizations, and viewing such operations as collective and State farms, "free" markets, vineyards, and canneries.

Most of the discussions were with Soviet buying organizations handling consumer goods: Soyuzplodimport, for metropolitan stores; Centrosoyuz, for outlets of the farming community; and Vneshposyltorg, for hard-currency stores which sell imported commodities to resident foreigners, returning Soviet diplomatic personnel, and tourists. Meetings were also arranged with Tractoroexport and Technopromimport.

Printed information and samples were distributed by the Californians. Price quotations were requested by Soviet trade officials for some of the products and equipment.

Films shown

Several of the companies represented sent along films—one with Russian language sound track—of their operations. These films were shown to various audiences, including visitors at the 1967 INPRODMASH exhibition of food industry equipment, which the mission attended. The movies stimulated brisk interest in the U.S. firms' products, prompting numerous questions from Soviet viewers.

In their travels to the south, the Californians found agriculture and food processing advancing, but not up to U.S. standards. Appraising the potential for U.S. canned fruit sales, Schacht said, "I am convinced that if this market could be 'cracked' and our products made available at competitive prices, they would prove exceedingly popular with Soviet consumers. On the other hand, the USSR is increasing its own production of canned fruits, it has close trading partners in Bulgaria and Hungary which now supply canned fruit to the Soviet market, and the USSR is short of foreign exchange."

Mission member Alfred Tisch, managing partner of James Mills Orchards Co., Hamilton City, found that although officials of the State buying agencies showed considerable interest, other factors make it doubtful whether trade in canned goods, almonds, oranges, lemons, prunes, prune or orange juice, walnuts and their by-products will come soon. Offers from Soviet trade officials to barter Georgian black and green tea, vodka, and chicory were received.

Only special equipment

E. F. Blackwelder, president of Blackwelder Manufacturing Co., Rio Vista, reported interest by Soviets in specialized equipment for harvesting tomatoes and cucumbers, and feels confident that in the foreseeable future they will purchase some of this equipment. He and Carroll E. Cole, president of the Elliott Manufacturing Co., Inc., Fresno, visited farms in

CANNERY OPERATION shown above was visited by mission members, accompanied by Intourist guide.

the Ukraine and Moldavia. Cole emphasized that the USSR is interested in buying only specialized equipment—they export tractors, implements, and roadbuilding machinery to 53 countries.

Theodore J. Garbeff, chief engineer, Diamond Walnut Growers, Inc., Stockton, found that the only nut marketed through grocery stores was the walnut—in bulk form, in the shell. Some are grown locally, some are imported.

William B. Rusconi, president, Security Seed Co., San Joaquin, says there may be a chance that bulk raisins could be sold in quantity. He believes possibilities for trade are good, if the U.S. businessman becomes more adept at barter.

Jack Axer, vice president and export manager, California Almond Growers Exchange, Sacramento, has already responded to a request from representatives of Vneshposyltorg for a firm quotation c.i.f. Leningrad on cocktail almonds.

"Although the trade outlook with the Soviet Union does not look favorable at this time, one cannot overlook the exciting prospects of the potential volume selling to over 230 million people," Dan Hoak, president of West Coast Growers and Packers, Inc., Selma, points out.

The consensus of the mission, says the sponsoring Council, is that "although California producers may not expect immediate sales in the Soviet Union, there is a definite demand which could well be filled by U.S. agricultural products and equipment in the future. The development of the Russian market will take patience and the cooperation of the governments of both the United States and the USSR."

Australian trade, investment mission to visit N. America

A team of about 30 Australian businessmen will arrive in Los Angeles Aug. 29 for a four-week trade and investment mission tour in North America.

Organized by the Sydney Chambers of Commerce and Manufacturers, and sponsored by the State Government of New South Wales, the group plans to stop in New York, Montreal, Vancouver and San Francisco.

The mission will be seeking export and import of specialized equipment, finance, joint venture or licensing associations, and technological know-how.

Headed by J. B. M. Fuller, New South Wales Minister for Decentralization and Development, the members are leaders in commerce and industry as diverse as electrical and electronic engineering, automotive parts, pharmaceuticals, banking and finance, architecture, building, civil construction, telecommunications, publishing, grain produce, hydraulic equipment, clothing and soft goods.

For details, or to arrange contact with individual members of the mission, **write:** F. E. Rule, New South Wales Government's Official Representative for North America, Suite 1306, 680 Fifth Ave., New York, N.Y. 10019. Tel.: 212-JU-2-0336.

U.S. firms to show American fashions at fair in Moscow

Fifteen companies will display clothing, textiles, machines at Odezhda exhibition Aug. 22

Fifteen U.S. clothing and textile manufacturers and producers of textile machinery will take part in the coordinated American Fashion Show and Exhibit at the International Clothing (Odezhda) Exhibition in Moscow Aug. 22-Sept. 5.

For "The Good Look of Fashion, U.S.A., 1967," leading clothing manufacturers will present men's, women's, teenagers' and children's apparel, ranging from haute couture fashions to Western jeans for leisure wear. Daily fashion shows will be presented in competition with those of other countries in Moscow's Palace of Sports. U.S. textiles and equipment used in the manufacture of clothing will be displayed in Moscow's Sokolniki Park.

The 6000-square-foot U.S. exhibition area will be comprised of individual hexagonal kiosks, each 725 cubic feet in size, interconnected in groups according to fashion categories.

To Prague, Warsaw

After closing in Moscow, the exhibit and fashion show will be presented in Warsaw, Sept. 11-15, and in Prague, Sept. 19-22. Executives of the participating firms will accompany the displays.

The project represents an opportunity for a "marketing probe" into the U.S.S.R., Poland, and Czechoslovakia. More than a million Russian visitors alone, including Government buying officials, are expected to view the exhibits.

Peter Corn Associates is organizing and managing the American industry participation in cooperation with the Commerce Department, which is supporting the operation.

Eleanor Lambert of New York City is the fashion consultant for the live presentations, in association with Thomas Gurtner who will coordinate the men's-wear fashions. Miss Lambert was coordinator for the American Exporters of Fashion trade fair/mission that toured Europe in April.

Pan American Airways is cooperating in the transportation arrangements.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Republic of **China (Taiwan)** on July 7 extended compulsory education throughout the country from six to nine years, beginning in 1968. While only 57% of Taiwan's elementary school graduates now go on to junior high, compulsory education through junior high will mean a yearly increase of nearly 200,000 junior high school students during each of the next three years, and large additional expenditures for classrooms, teachers and materials are expected. . . . **French** shoe manufacturers produced 211 million pairs of footwear of all types in 1966, an increase of 8.2% over 1965. . . . Shares in the first Mutual Fund offered to the public by the Government's Investment Corporation of **Pakistan** were oversubscribed five times. The Fund received the highest subscription ever given to a public stock flotation in Pakistan and was so enthusiastically received that its certificates are being quoted well above par in unofficial transactions. The response indicates considerable small investor interest in the stock market. . . . A new **Swedish** enterprise jointly owned by the American firm Borden, Inc. and the Swedish crispbread manufacturer Wasabrod AB will begin operations at Filipstad in 1968. Named "Old London Wasa AB" the new firm will specialize in snacks such as cheese crackers and potato chips. The Swedish market for food snacks is expanding rapidly, and is expected to grow from about $8 million this year to as high as $40 million in 1972. The new company has announced that it will concentrate its promotional activities on the Scandinavian and West German markets.

Venezuela gets oil bonus

Middle East crisis gives nation's development effort an unexpected boost

The Venezuelan economy is moving out of its 1966 slump. Recovery received a welcome boost in June when the Arab countries closed the Suez Canal and curtailed the flow of Middle East oil to Western Europe and to the United States.

The Venezuelan short-run petroleum outlook is much improved and prospects for the balance of the year for both petroleum and the economy in general are good.

The annual rate of growth in gross domestic product for 1967, unofficially forecasted up to the time of the Middle East crisis at 3 to 3.5% in real terms, is now expected to reach 4.5 to 5% if the temporary increase in demand for Venezuela's petroleum continues at least for the remainder of the year.

A private estimate of internal demand indicates an impressive 7% growth during the first quarter, after having held steady at a depressed level during the last two quarters of 1966. This increase in demand is being felt in non-durable consumer goods, durable producer goods and the rebuilding of depleted inventories.

Expansion in public construction, especially in Caracas where efforts are being made to accelerate completion of a number of public works projects during the four hundredth anniversary year of the founding of the city, is taking up the slack caused by the still faltering private construction industry. Increased Government expenditures during the first half year have helped to sustain the expansion.

The tight credit situation that prevailed in the second half of 1966 has been reversed, as commercial bank deposits increased. Interest rates for short term money are easing. Demand for credit is stepping up as potential borrowers become more confident of general business conditions. Although reliable indicators are unavailable, there has been little change in the cost of living.

Skilled labor continues in short supply. The level of unemployment is high despite gains reported in official statistics, but further progress in reducing unemployment will entail upgrading the skill level of the working force. There have been no seriously disrupting labor strikes.

Federal Government spending this year is expected to be close to $2 billion, made up of the $1.8 billion budget approved by the Congress plus the $145 million supplemental expenditures program announced by the Government last October. The rate of public spending during the first half was about 10% greater than during the same period of 1966 while growth in income did not reach expectations. As a result Treasury reserves in the first half declined about $77 million.

The fiscal situation is expected to improve during the second half with larger current tax payments from the petroleum industry plus payments falling due as a result of the settlement worked out with the industry on back tax claims. Thus, the outlook for the second half of 1967 is for a fiscal surplus that well may cancel out the first half deficit.

Exports and imports up

Although both declined in 1966, exports and imports are expected to recover in 1967, with recovery in exports exceeding that of imports. The changed outlook for petroleum since June is responsible for the higher total value of exports for 1967.

First quarter data list only cacao among Venezuela's four principal export products (petroleum, iron ore, coffee, and cacao) as showing any gain over the first quarter of 1966.

Import data for the same period show a substantial increase (30% over fourth quarter 1966 and 15% over first quarter 1966) as suppliers rebuilt inventories which had been allowed to run down during 1966.

Venezuela expects the net effect of 1967 to be a further increase in its already favorable balance of trade. Performance of the industrial sector, which grew by only 1% in 1966, will have an important influence on the level of imports in 1967.

Gold and foreign exchange reserves continue at an impressive level despite a moderate outflow during the first six months. This year there appears to be

no reason for the psychology that traditionally causes a summer outflow of capital. Barring the unforeseen, 1967 should end with a surplus in the balance of payments current account, reversing the small deficits of the last two years.

An increase is expected in the inflow of direct investment in non-petroleum sectors and in external public borrowing. Year-end reserves should be around the $800 million level. Public debt is relatively small and the Government has no difficulties in servicing the 55% held externally.

Weak spots continue

Until the unexpected international developments in June there was concern over the slow progress of the recovery that had started in the fourth quarter of 1966. Petroleum production, which accounts for about 25% of gross domestic product, failed to regain expected levels during the first five months, with cumulative output lagging 1.1% behind the corresponding period of 1966. New problems on the petroleum scene which are discussed below created a growing uneasiness about the future.

Iron ore, the other important extractive industry, is operating at a lower level as the dip in United States and European industrial activity and competition from other areas has reduced shipments.

Private construction is continuing below peak levels because of saturation of the important Caracas market for upper income housing and the relatively tight long-term financing market. Demand has been off for consumer durables such as automobiles, appliances and furniture.

Looking at the entire year 1967, the important industrial sector, which had increased by 1965 to about 15% of gross domestic product, is expected to show a better performance in 1967 than the 1% growth realized last year.

Agriculture, which accounts for only 7% of domestic product, is expected to continue to grow faster than the national average. The growth rate of the services sector, which now is of about equal weight with petroleum in the total domestic product, is expected to increase.

While petroleum will continue of critical importance to the Venezuelan economy for many years to come, the trend has been toward a gradually diminishing rate of growth with other sectors, especially manufacturing, assuming the task of continuing the dynamic growth of the economy. Since 1960, production of petroleum has increased by only 2.3% per year whereas gross domestic product in constant prices has had an annual average increase of 4.3%.

Apart from the present temporarily favorable situation, Venezuelan oil is competing with an increasing output of lower cost oil in Africa and the Middle East. Higher petroleum taxes negotiated by the Government last year to meet its increasing income needs did not improve the industry's competitive position, which already is burdened by high cost production.

The industry faces an additional difficulty from the United States air pollution campaign which threatens Venezuela's substantial exports of residual fuel oil. Reduction of Venezuela's relatively high sulphur content residual to an acceptable level is technically difficult and costly. Two petroleum producers are considering building Venezuelan-based desulphurization facilities, but the final determination whether to go ahead with such facilities turns on delicately balanced economic and political considerations.

Meanwhile, as the performance of the petroleum industry and Government policy towards it continue to be of considerable popular interest, the Government recently succeeded in gaining congressional approval for two important petroleum measures.

The hydrocarbons law has been amended to allow the Government to enter into service contracts which will replace the concessions system terminated in 1958. The other measure authorizes the negotiation of reference prices for the additional five year period 1972-76, as encouragement for the location of desulphurization plants in Venezuela.

A two-pronged measure announced by the U.S. Department of Interior in mid-July to improve the U.S. supply of low sulphur content residual oil is under study, and there is some fear that it will lead to reduced imports of Venezuelan residual oil.

The first part of the measure, reclassifying number four fuel oil from finished product (quota) to residual (non-quota), is clearly beneficial to Venezuela, while the effect is unclear of the second part which gives extra import tickets for crude and unfinished products to U.S. producers of low sulphur content residuals.

The Venezuelans fear that the second part will encourage the building of desul-

VENEZUELA'S OIL INDUSTRY received an unexpected shot-in-the-arm from the Middle East crisis, which cut the supply of oil to Western Europe and the United States. Below, oil derricks on Pedernales River.

DIVERSIFICATION OF INDUSTRY is being undertaken by Venezuela to end dependence on oil income. The Government wants to develop a substantial petrochemical industry. Here, a urea plant at Moron.

phurization plants in the United States rather than Venezuela and cause inroads by Africa and Middle East light crudes in Venezuela's residual exports to the United States.

The Government long has been aware of the desirability of lessening the country's dependence on oil and has encouraged the growth of other sectors, especially industry, which over the past several years (except for 1966) has been the economy's most dynamic sector.

Up to now, Government encouragement has been mainly in the form of credits and protection for industrialization, consisting of substitution for imported consumer products. Progress with import substitution has been such that within a few years the process is expected to be essentially completed except for the opportunities accorded by growth in population and national income. Thus, the consumer goods industry is not expected to sustain the continued high rate of growth of the industry sector.

There is a possibility that some small part of consumer goods production may, as the result of LAFTA concessions and Government policy, be exposed gradually to external competition so as to increase efficiency and lower consumer costs. As this consumer goods phase of industrialization approaches its limit the Government increasingly is directing its efforts toward encouraging production of intermediate and producers' goods.

Manufacture of these types of goods requires a scale of production not permitted by the small size of the Venezuelan market. The Government therefore is becoming increasingly active in exploring opportunities for international arrangements that will secure additional markets for Venezuelan output.

Venezuela last year joined the Latin American Free Trade Area (LAFTA) and together with other Latin American countries earlier this year at Punta del Este pledged itself to a common market by 1985. As evidenced by Venezuela s current difficulties in negotiating concessions with Argentina and Brazil, these arrangements are not without problems for Venezuela's high cost industry.

Venezuela also has taken a leading role in forming a sub-regional group with Colombia, Chile Peru and Ecuador, and in gaining approval of the concept at the hemisphere Meeting of Presidents.

Complementation arrangements have been explored in petrochemicals, automobile manufacture and other items, and most recently agreement was reached to create the Andean Development Corporation, a $50 million regional fund for the development of industry and agriculture.

Venezuela, in addition, is giving attention to opportunities for integration of economic activities in its frontier region with Colombia and is participating together with Colombia in financing a private study of long term possibilities for greater integration of the two economies.

A large part of Venezuela's existing basic metals industry is located in the Guayana region of Eastern Venezuela where the Government confidently is seeking to promote further development.

The ALCASA aluminum plant, jointly owned by Reynolds and the Government's Guayana Corporation, is expected to begin production of aluminum this summer at the rate of 10,000 tons per year using imported alumina. It already has plans for expansion of capacity at least doubling the presently planned output. The Government-owned steel plant, however, is operating at a reduced rate while its production pattern and methods are undergoing study.

Iron ore reduction

The Orinoco Mining Co. is considering an iron ore reduction facility that will enable it to export ore of greater iron content. The intermediate sized metal working industry planned for the Guayana region has not yet materialized but the Government is expected to give it continuing attention.

A paper pulp making plant is under active consideration for the region and projects in the electro-chemical fields are being explored. An extensive reclamation project is under way to help the region meet its food requirements. The first stage of the Guri hydroelectric project is on schedule for completion at the end of 1968 with 525,000 kw generating capacity.

The Venezuelan Government is beginning to implement its plans for development of a substantial petrochemical industry. Convinced that Venezuela holds a natural advantage in this field and that petrochemicals could become the new leading sector in the national economy, the Government has entered into four mixed ventures with major foreign producers involving investment of $100 million.

Basic production will be retained in the hands of the Government while foreign firms will be encouraged to engage in secondary and tertiary production.

Although there may have been some slippage on the time schedule, Government plans call for completion of 35 plants by 1970 with investment of $375 million. A substantial part of the petrochemical complex will be located along the eastern side of Lake Maracaibo.

Some further tightening on consumer imports may be expected as the phase of industrialization characterized by the substitution of domestically produced consumer goods for goods formerly imported nears completion. Agricultural imports also have felt the impact of this policy. Feed wheat and edible oils imports could be affected in the future as domestic production of sorghum and peanuts becomes significant.

As development of intermediate and producers goods industries proceeds, the change in the pattern of U.S. exports to Venezuela will accelerate. Renegotiation of the Venezuelan list of concessions, Schedule I in its bilateral trade agreement with the United States, is now formally under way. It is expected that concessions offered the United States to replace consumer goods removed from the preference list will consist mainly of intermediate and capital goods.

Export opportunities therefore should be expected to increase in producers' goods and basic raw materials unavailable in Venezuela. The change in the trade pattern should be gradual. Meanwhile the upsurge in economic activity should improve U.S. exports during the second half of 1967.

Venezuela's participation in LAFTA may bring about changes in the composition of its industrial imports. Regional tariff reductions may result in new industries to supply multi-national markets within the area. Relatively capital-intensive, Venezuela probably will participate in these expanding industries, substituting more sophisticated capital goods for some of its present industrial imports from outside the area.

With other LAFTA countries undergoing a similar industrialization process, part of Venezuela's traditional industrial imports may be expected to come from within the LAFTA region. Therefore, as LAFTA meets with success, Venezuela's industrial imports from the United States should shift toward more capital intensive equipment.

Direct investment desired

Venezuela's opportunities for further industrial growth are believed to lie principally in the development of intermediate and producers' goods industries. These capital-intensive industries will require not only greater markets extending beyond Venezuela and a changed pattern of imports, but also substantial investment of long term capital, technical know-how and management skills. Venezuela's favorable petroleum, natural gas, power and iron resources will be helpful.

Capital (public) is relatively abundant and Venezuelan technology is advanced by Latin American standards. Nonetheless, non-competing external investment will be welcomed to help get new activities underway and in developing market outlets.

Economic nationalism exists in Venezuela, especially on the part of firms which feel threatened by the appearance of a large modern foreign firm in their chosen field of activity.

Nonetheless, with the exception of the insurance industry, it remains generally true that Venezuela welcomes foreign entrepreneurs. New foreign enterprises may minimize this kind of problem by associating with local firms and by obtaining a sizeable share of their financing needs from outside Venezuela.

Although the Government is committed to the policy of retaining control of basic industries in its own hands, both it and the private sector are showing clear signs of increasing desire to associate with foreign capital.

Procedures changed in Commodity Import Program for Viet-Nam

The Agency for International Development has made several important changes in procedures governing the Commodity Import Program (CIP) for Viet-Nam. These changes became effective as of July 15.

All import licenses under $5,000 will henceforth be funded by the Government of Viet-Nam. All licenses eligible for AID financing of $5,000 and over will be subject to Small Business procedures, with the exception of those covered by sole agency waivers and proprietary or emergency procurement waivers for end-users.

An importer desiring a license to procure AID-financed commodities valued in excess of $5,000 must submit full particulars and specifications for publication in the AID Small Business Notice for a period of 45 days and, upon expiration of this period, should contract with an eligible source supplier who has submitted the quotation most appropriate to the importer's needs. Formerly, only licenses above $10,000 were handled in this manner.

Also effective July 15, imports of pharmaceutical products will no longer be financed by AID under the CIP. During fiscal year 1967 (July 1, 1966-June 30, 1967) imports under CIP from the United States totaled $9,650,000. All future imports of pharmaceutical products will be funded by the Government of Viet-Nam.

Moderate expansion of Surinam economy owed to aluminum

Best U.S. export prospects are machinery, lubricants, chemicals

The Surinam economy continues to show signs of moderate expansion, and the prospects are that this growth will continue at a gradual but steady level. Gross National Product for 1965 was $112.2 million at constant prices ($332 per capita) and is expected to show a sizable increase for 1966 as a result of the growing contribution of alumina and aluminum to the national product.

Mining is expanding at a much more rapid pace than agriculture, forestry or other industry. That the value of exports jumped 52% over the 1965 level is attributable to the establishment of the country's integrated aluminum industry. The export value of bauxite and its by-products accounted for 86% of total exports in 1966.

The country's balance of payments underwent a fundamental shift in 1966. A sharp improvement in the current account, the result of a surge in exports (principally alumina and aluminum) was accompanied by a decrease in the traditionally large surplus in the capital account, due to the reduced net inflow of foreign capital.

General implications for the United States are:

- the market for U.S. goods and investments is growing
- the United States is likely to maintain its position as number one trading partner of Surinam
- best prospects for U.S. exporters are in the following lines: machinery, transport equipment, mineral fuels and lubricants, chemicals.

Complete report available

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Import growth matched export gains last year in Liberia; but debt crisis is due in 1969

Scarcity of local manufacturing industries keeps demand high for a wide variety of imports, from consumer items to capital goods

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The continuing growth of Liberia's total foreign trade is of direct interest to the United States as the nation's chief supplier and customer.

Last year, for the first time since 1964 when Liberia began recording an annual trade surplus, the increase in imports almost kept pace with that in exports. Iron ore and natural rubber account for approximately 90% of export earnings. A wide range of imports, from soft consumer goods and foodstuffs to capital equipment, is necessitated by the scarcity of manufacturing industries in Liberia.

Consumer market improves

In addition to the improved trading position of Liberia, there have been healthy internal improvements in the Liberian market which foreign suppliers will find encouraging. Retail sales are up slightly but, more importantly, long over-stocked inventories are diminishing. There is also encouraging evidence of a steadier consumer demand for quality.

However, an objective view of the Liberian market today takes into account several adverse factors bearing on current conditions and future market expansion. The depressing effects on business activity of the Liberian Government's financial difficulties and austerity program over the past few years portend continued problems. A financial crisis may be expected in 1969, when external debt servicing requirements on Liberia approach their highest level.

The Government's ability to withstand increasing strains on its financial resources is weakened by falling world prices for Liberia's principal exports, iron ore and natural rubber.

Consequently, an austerity tax and an education tax have been imposed on personal income to help the Government sustain its operations and set aside some funds for economic development and debt repayment. These taxes, however, are curtailing an already low consumer purchasing power. Current bank policies which restrict the extension of credit also reduce the level of purchasing power. In the absence of improved business conditions and a greater ability of borrowers to repay loans, the banks are expected to maintain their restrictive policies on credit.

With the gradual establishment of manufacturing and processing industries in Liberia, the Government has shown a willingness to accord these enterprises tariff protection. Thus, while the Liberian tariff traditionally has been intended primarily to raise revenue, it is being used increasingly as a protective device.

Products affected thus far are latex and enamel paints, plastic ware, rubber shoes, fresh and frozen meat and fish, and soap. Other commodities which are expected to be covered when production gets underway are cement and petroleum products. Umbrellas, now being produced, may also be affected.

Given the close economic and cultural ties between the United States and Liberia, U.S. products and services in all lines are well introduced in this market. The market is limited, with a total population of one million inhabitants, of whom only about 10% are in the monetary economy.

Nevertheless, there are important long-term reasons why U.S. suppliers should keep a foothold in Liberia, however small it may seem at present. Through its free port at Monrovia, the only one on the West African coast, Liberia offers the advantages of a springboard to the entire West African trading region. Moreover, Liberia's trade is expanding, with imports in 1966 up to $113.6 million, compared to $104.5 million in 1965.

Foreign assistance projects sponsored by the Agency for International Development (AID) continue to provide the most promising short-term opportunities for U.S. exports to Liberia. Sizable development loan projects costing about $17 million which are now underway are the John F. Kennedy Memorial Hospital, two schools in Monrovia, and expansion of the municipal water system.

Construction contracts are to be let soon on a sewerage project costing approximately $8 million. Work on the water system was only recently started, and a final determination of the supplies and movable equipment needed for the hospital has yet to be made.

Other opportunities for U.S. exporters are offered by the U.S. commodity loan which was made to Liberia last year and is still partially unsubscribed. This AID project support loan is financing earth moving and related equipment for the public works and agricultural sectors, as well as educational supplies and materials including textbooks.

Orders for the commodities needed are being placed through the Afro-American Purchasing Center, Incorporated in New York City.

There is strong competition in the Liberian market from third-country traders. Both Japan and West Germany have made significant inroads in the automotive and home appliance lines, and traditional suppliers in The Netherlands are holding their own in the latter.

Increased imports of low priced textile yard goods and wearing apparel from the Far East have been balanced by larger imports of quality goods in these lines from Europe, mainly France, and the United States.

Leisure goods in demand

More sports equipment and apparel, as well as outdoor furnishings, are entering the Liberian market in response to a growing enthusiasm for recreational activities. U.S. goods in these lines now compete with European products.

To maintain and increase their share of the Liberian market, which rose in 1965 to 47% from 39.6% the previous year, but which fell again to 45% last year, U.S. suppliers need to be aggressive. Local newspaper, radio, and television advertising is increasing, and some advertisements are being given in selected tribal dialects. Attention to price and servicing is particularly important.

Several companies are extending the influence of U.S. business in Liberia. One of these is carrying out experiments in produce farming to determine how many different crops can be grown successfully in this country.

A petroleum refinery is being built by two U.S. companies in a joint venture, and another U.S. company recently began growing oil palm.

Afghanistan to buy $15 million worth of U.S. equipment

U.S. loans to assist power plant, irrigation projects

Construction of a power plant and a land development project in southern Afghanistan will be assisted by two U.S. loans from the Agency for International Development.

One AID development loan for $12 million will finance the purchase of U.S. hydroelectric generators, transmission and other equipment for a 33-megawatt power plant at the Kajakai Dam. The power will be provided to the areas of Kandahar, the country's second largest city, and Girishk, which are now served by small hydro and diesel units.

The project, to which the Government of Afghanistan will contribute an estimated $3.4 million in local currency, is based on a 1964 survey by R. W. Beck and Associates of Seattle and Denver, and will be executed by the Afghan Electric Authority.

The other loan, for $4.6 million, will finance plans, equipment and training required for a program to improve some 5,000 acres a year, through irrigation and other works, in the Helmand and Arghandab Valleys. The project will be based on feasibility studies and reports by the U.S. Bureau of Reclamation.

The Government of Afghanistan will provide an estimated $2.3 million in other costs of the project, which will be executed by the Helmand-Arghandab Valley Authority.

Both loans will be repayable in dollars by the Government of Afghanistan over a period of 40 years.

U.S., Mexico settle 55-year-old dispute

The Governments of the United States and Mexico have concluded an agreement settling the Pious Fund claim. The agreement, which ends a 55-year-old dispute between the two Governments, provides for a lump-sum payment by the Government of Mexico of $719,546 to the United States in full and final settlement of a claim presented by the Government of the United States on behalf of the Archbishop of San Francisco and the Bishop of Monterey to a Panel of the Permanent Court of Arbitration at The Hague.

The Government of the United States considers the settlement of this long-standing controversy as a notable achievement in inter-American relations, a major contribution to the peaceful settlement of international disputes, and a further demonstration of the close and friendly ties which characterize the relationship between the United States and Mexico.

Eximbank loans to aid Thai hotel projects

U.S. sales will be generated by construction finance agreements

The Export-Import Bank has authorized two loans totaling $3.1 million to finance purchases in the United States of materials, equipment, and services needed to complete two hotel projects in Bangkok, Thailand.

One loan for $2.1 million is to Rama Tower Co. Ltd., which will add a 20-story, 360-room tower to the present 180-room Hotel Rama. The Hotel Rama is a leading luxury hotel managed by Hilton International Co. Last year occupancy of the hotel consistently exceeded 90%. Total cost of the new tower addition is estimated at $7,620,000 equivalent, including local costs.

The other loan, for $1,050,000 to Tawana Hotel Co. Ltd., will finance purchases in the United States of machinery, equipment, supplies, and related services needed to construct and equip a new 217-room hotel in Bangkok. This hotel, to be managed by Sheraton International, Inc., will cost a total of $3.1 million equivalent, including local costs.

Eximbank has now authorized over $56 million to finance U.S. sales in Thailand. Earlier loans assisted such undertakings as the Yanhee Electric Authority, a Firestone Tire and Rubber facility, a plant for Siam Cement Co., Ltd., and the Siam Kraft Paper Co., Ltd. In addition, Eximbank has now helped finance three hotels in Thailand having a total cost of some $18 million.

Sixth annual U.S.-Japan cabinet-level trade talks to be held Sept. 13-15

The Sixth Meeting of the Joint United States-Japan Committee on Trade and Economic Affairs will be held in Washington, D.C. Sept. 13-15.

The U.S. Secretaries of State, Interior, Agriculture, Commerce, Labor and the Treasury, as well as the Chairman of the President's Council of Economic Advisers, will hold talks with their opposite numbers in the Japanese Cabinet.

The agenda of this year's meeting includes discussions of the economic situation in the United States and Japan; developments in trade and economic relations between the two countries; worldwide developments in international trade and economic relations, including Post-Kennedy Round trade policies, relations with less-developed countries, and East-West Trade; and cooperation in the economic development of the less-developed countries.

47 AEC-owned U.K. patents available for licensed use

The U.S. Atomic Energy Commission has announced the titles of 47 AEC-owned British patents on which it will grant licenses. Under a Commission policy announced in January 1961, foreign patents are available for licensing in certain circumstances.

While the Commission prefers to grant non-exclusive licenses for periods of from three to five years, it may, in specific instances, grant exclusive or limited licenses for limited periods. The specific terms and conditions of each license will be subject to the Atomic Energy Commission's authority to grant licenses to United States nationals.

Inquiries with respect to a license on a particular patent, or group of patents, should be addressed to the U.S. Atomic Energy Commission, Washington, D.C. 20545, Attention: Office of the Assistant General Counsel for Patents. Copies of the patents may be obtained from the British Patent Office, London, for a service charge. Abstracts may be obtained from the News Service Branch, Division of Public Information, U.S. Atomic Energy Commission, Washington, D.C. 20545.

Argentina codifies new petroleum policies in 106-article law

Measure provides high degree of detailed guidance to firms concerned with Argentine petroleum and natural gas affairs

The Argentine Government has provided an extensive new statement of its policies and controls on petroleum and natural gas exploration, production, processing and marketing in Law No. 17,-319. Issued on June 23, this law's 106 articles give a high degree of detailed guidance to all concerned with Argentine petroleum and natural gas affairs.

Law 17,319 repeals Law 14,773 as well as any other contrary measures. The same system and methods of marketing and distributing gaseous hydrocarbons continue, however, pending issuance of regulations by the National Executive Power within 180 days of the law's passage.

The new law gives the National Executive Power control over hydro-carbon activities to be conducted by State, private and mixed entities. To qualified private enterprises which have established or establish domicile in Argentina, the Executive Power may grant exploration permits and exploitation concessions to develop oil and gas resources located in areas outside those reserved exclusively for exploitation by the State enterprises (Yacimientos Petroliferos Fiscales [YPF] and Gas del Estado).

Reserve areas listed

The reserve areas listed in an annex to the law, amounting to over 38 million hectares, appear to include nearly all areas where there is known to be a good potential for petroleum production. No offshore areas are now reserved. The Executive Power may subsequently alter the areas reserved for State enterprises.

Mining rights to hydrocarbons in properties held by private enterprises prior to the enactment of the new law (notably Pan American Argentina Oil and Cities Service Argentina) are to continue to be governed by the terms awarded to their holders. These private firms can also claim the benefits of provisions of Law 17,319.

Holders of exploration permits and exploitation concessions shall have possession of the hydrocarbons they extract and, as a consequence, may transport, market, and process them and market their derivatives pursuant to regulations dictated by the Executive Power, upon reasonable technical and economic bases, for the benefit of the internal market and for the encouragement of the exploration and extraction of hydrocarbons.

The entire output of petroleum (liquid hydrocarbons) shall be made available for domestic consumption when the amount of such production is insufficient for domestic needs. Any exceptions must be based on sound technical justifications. Additions to refinery capacity should increase Argentine capabilities for rational use of the country's crudes.

While the total output of petroleum is less than domestic consumption, the Executive Power shall fix prices for internal sales. These prices shall be equal to those established for the corresponding State enterprise, but not lower than the prices of imported petroleums of similar quality.

If the prices of imported crudes are substantially increased due to exceptional circumstances, the market price for domestic crude will be fixed on the basis of actual exploitation costs of the State enterprise, with appropriate adjustments.

The output of natural gas may be used first for proper exploitation of the extraction fields, whatever their ownership. The State enterprise providing public service gas distribution (Gas del Estado) will have preference for acquiring, within acceptable periods, such natural gas as is in excess of exploitation requirements.

Consideration will be given to the special characteristics and conditions of the producing field. With the approval of the Secretary of State for Energy and Mining, the exploitation concessionaire may decide on the destination and conditions pertaining to the use of gas not used in exploitation nor delivered to Gas del Estado.

The Executive Power will maintain appropriate regulatory controls on foreign trade in hydrocarbons, and will maintain regulatory controls on domestic prices of hydrocarbons.

State enterprises may operate either directly or through leases or other contracts for works and services, and may incorporate or otherwise form such enterprises and other forms of association with physical or juridical persons as their respective statutes authorize.

During the validity of each exploration permit and exploitation concession, the holder will be subject to a number of taxes, including all provincial and municipal taxes existing on the award date. Provinces and municipalities may not require the payment of new or increased taxes.

Permit and concession holders are liable for the payment of customs duties, imports, or other charges on imported goods, of exchange surcharges, and of the capital gains tax.

Must pay surface tax

The holder of an exploration permit must pay annually in advance a surface tax for each square kilometer or fraction thereof covered. The amount of this tax varies according to the following: 500 pesos for the first term, 1000 pesos for the second term, 1500 pesos for the third term.

The amount to be paid in advance for the first year of a supplementary period or extension shall be 100,000 pesos for each square kilometer or fraction thereof. This rate of payment shall be increased cumulatively by an annual increment of 50%.

The amount of this tax may be reduced by compensating it with the investments effectively made in the remaining area covered by the permit, except that a minimum payment of 10,000 pesos per square kilometer must be made.

Hydrocarbons produced during exploration and not used for operations covered by the permit or an exploitation concession shall be subject to a 15% royalty payment.

A holder of an exploitation concession shall pay annually in advance a tax of 20,000 pesos for each square kilometer or fraction thereof in the concession. In addition, each exploitation concessionaire shall pay monthly to the Argentine Government a royalty of 12% of the value at the well head of the liquid and gaseous hydrocarbons produced or extracted. This may be reduced to 5% by the Executive Power in consideration of the circumstances of productivity, condition and location of the wells.

State enterprises also are required to make cash payments to the Government, corresponding to this 5 to 12% range of concessionaire royalty payments.

Royalties shall not be payable upon hydrocarbons used by the holders of a concession or permit in exploitation or exploration.

Hydrocarbons lost through the fault of the concessionaire shall be included in the computation of production to be taxed, without prejudice to application of such punitive measures as may be proper.

Concessionaires shall pay a special income tax of 55% upon their net taxable profit. The Executive Power may make a reduction effective over ten years of up to eight points (for an effective rate as low as 47%) in the special income tax payable by concessionaires who obtain exploration.

Concessionaires shall further train their employees in the specific methods of each one of their activities.

For full details of the law's provisions regarding prospecting and exploration, extraction, transportation, awarding procedures and employment of Argentine nationals, a limited number of informal translations are available on a loan basis from the American Republics Division, BIC, U.S. Dept. of Commerce, Washington, D.C. 20230.

Taiwan to expand telecommunications

World Bank loan will finance procurement of needed imports

A five-year program will be undertaken in the Republic of China to expand and improve telecommunications services. Foreign exchange costs of specific works included in the program will be financed by a World Bank loan equivalent to $17 million.

The program will be carried out by the Directorate General of Telecommunications (DGT), a government agency under the Ministry of Communications, which is responsible for the operation of all of Taiwan's public telephone and telegraph services, national and international.

All contracts for the installations being financed by the Bank loan are to be awarded on the basis of international competitive bidding.

The Bank loan will be applied to the following works which are scheduled to be put into operation in successive stages during 1969, 1970 and 1971: installation of about 118,000 lines of automatic exchange telephone switching equipment with new telephone instruments and accessory facilities in the cities of Taipei, Keelung, Taichung and Kaohsiung; establishment of direct long-distance dialing between 11 cities, with automatic toll switching systems located in Taipei, Taichung and Kaohsiung; and establishment of a Telecommunications Training Center with a capacity for 200 to train new employees and to provide refresher courses for telecommunications engineers and technicians. The project includes the employment of consultants to plan and execute the expansion program.

Total cost of these works is estimated at the equivalent of $50.2 million, of which DGT will finance $33.2 million from its own resources.

The Bank loan will be for a term of 20 years, and is to be guaranteed by the Republic of China.

Pakistan finance company gets IBRD loan for private industrial development

The International Bank for Reconstruction and Development has approved a loan equivalent to $35 million to the Pakistan Industrial Credit and Investment Corp. (PICIC), a privately-owned development finance company. The loan will provide PICIC with foreign exchange for the financing of private industrial projects in Pakistan.

PICIC was established in 1957 by Pakistani and foreign investors with the assistance of the World Bank to promote the development of private industrial investment in Pakistan.

This is the World Bank's seventh loan to PICIC, bringing the total amount of its loans to $144.2 million. The Bank's affiliate, the International Finance Corp., has invested the equivalent of $499,400 in PICIC's share capital, and has cooperated with PICIC in a number of joint ventures.

The World Bank loan to PICIC will be guaranteed by the Government of Pakistan and will have a term of about 17 years, with repayments beginning on Jan. 15, 1970.

Viet-Nam alters validity period for import licenses

Some tax rates lowered to protect local industries

Licenses for imports financed with Viet-Nam's own foreign exchange are now valid for eight months if the goods originate in the United States, for six months if the goods originate in Europe or Africa, and for four months if they originate in other countries.

This change is effective for all import licenses visaed after April 14, according to Communique No. 58/BTM/NgT/TgC from the Department of Commerce of Viet-Nam. For licenses visaed before this date, the period of validity is automatically extended for two months. All licenses were previously valid for four months, regardless of the country of origin.

The period of validity of import licenses issued by the Vietnamese Department of Commerce begins when the license is visaed by the National Bank of Viet-Nam (National Exchange Office) and ends when the merchandise is loaded on the ship in the country of export. Shipping time is not included.

In the case of industrial machinery and parts, which must be manufactured to order, the license may be extended. In these cases, the exporter must specify on the pro forma invoice or by letter the time needed for manufacture.

Tax schedule changed

The schedule of the Perequation Tax, an import tax levied on certain commodities imported with foreign exchange from the Government of Viet-Nam, has been altered by Arrete No. 002/TUV/VP/TM/ND.

The new schedule offers protection to local industry by raising the tax rate on products such as textile fabrics and lowering it on certain raw materials, including those used in the manufacture of pharmaceuticals. Tax rates were also lowered on a variety of basic consumer goods not produced in Viet-Nam.

These changes should be noted in OBR 64-49, *Foreign Trade Regulations of Viet-Nam.*

Spanish railway projects will be open to international bids

$50 million World Bank loan to aid further modernization

The World Bank has approved a loan equivalent to $50 million to assist a further stage of a ten-year program being carried out to modernize Spain's national railway system.

Contracts will be awarded on the basis of international competitive bidding.

The loan will be made to the national railway authority, Red Nacional de los Ferrocarriles Espanoles (RENFE). RENFE's 1964-73 program calls for an investment of $1.2 billion and far-reaching administrative and organizational measures designed to transform the Spanish railways into a modern, efficient system, operating on a sound commercial and financial basis.

Since the program was begun in 1964 with the assistance of a $65 million Bank loan, RENFE has made good progress in achieving its objectives. The new loan will help to finance the program during the two years, 1967-68.

Total expenditures on the modernization program during these two years will amount to the equivalent of $260 million. The Bank loan will finance about a fifth of this amount and will be used primarily for the purchase of electric locomotives, passenger and freight cars, and track materials and equipment. The remaining costs will be financed by RENFE from retained earnings and by capital contributions from the Government.

RENFE's rail network consists of about 8,000 route-miles of broad-gauge line, of which about 1,800 miles are electrified and 1,245 miles have double track. The most important objective of the modernization program is to increase RENFE's efficiency by replacing obsolete facilities.

The program includes the replacement of 3,000 over-age steam locomotives with diesel and electric locomotives; the acquisition of some 10,500 freight cars, 651 passenger and baggage cars, 293 electric and multiple units and 122 diesel trainsets; and the renewal of some 4,250 miles of track.

Since 1964, about 885 miles of track have been renewed; work on strengthening bridges is well in hand; signaling and telecommunications have been greatly improved; all of the 1,150 steam locomotives over 30 years old have been scrapped; 400 new passenger cars, as well as diesel and electric multiple unit sets, and 3,100 new freight cars have been acquired. Many of the old repair shops for steam locomotives and freight cars have been eliminated and replaced by a small number of modern shops.

The Bank loan will be for a term of 15 years and will be guaranteed by the Government of Spain.

Uruguay restricts certain imports

Uruguay has limited imports for the next 180 days (effective July 17) to the following categories:

Specified medicinal products; specified food products; fuels and lubricants; products originating in LAFTA countries if included in the national list of Uruguay, special lists for Ecuador and Paraguay, or complementary agreements;

Imports financed with loans of the IDB, IBRD, Exim-bank, AID, and imports under PL-480 programs;

Imports in temporary admission under the regime of importation for subsequent reexportation;

Products for government and other public agencies as authorized by the Ministry of Finance and if essential for the agencies' service;

Inputs for agricultural activity, and related products, if approved by the Ministries of Finance and Livestock and Agriculture; and

Raw materials and other materials for industry if aproved by the Ministries of Finance and Industry and Commerce.

New par value issued for Ghanaian currency

With the concurrence of the International Monetary Fund, the Government of Ghana has changed the par value of the Ghanaian cedi (¢) with effect from July 8, 1967. The cedi, formerly valued at ¢0.71 = U.S. $1, is now valued at ¢1.02 = U.S. $1, or one Ghanaian cedi is now equal to U.S. $0.98 at the official rate of exchange.

Venezuela has new rules for labeling paper products

The Venezuelan Ministry of Development has published a decree establishing new regulations covering the labeling of paper products sold by the ream (i.e., 500 sheets of identical paper).

Beginning 30 days from July 19, such packages must bear the following information in clearly visible Spanish: Name of manufacturer or packager, country of origin, quality and/or type and color of paper, quantity in units, weight of paper in grams per square meter, and dimensions in millimeters.

Packages containing rolls of wrapping or writing paper must contain all this information, while packages of paper napkins, towels, and bathroom paper are exempted from listing the weight per square meter. Packages containing school pads, notebooks, etc., must carry the information, though the number of leaves may be substituted for the quantity in units where such a description would be appropriate.

The following tolerances of error, plus or minus, in labeling will be permitted: Content: —1%; weight of paper: —3%; dimensions: sheets, envelopes, bags —1/1,000, rolls —1%, napkins, towels, bathroom paper —2%, notebooks, pads, etc. —0.5%.

Producers or sellers of these products were given 90 days to submit a list of such products already on hand for which temporary exemption from the requirements is desired. The National Legal Metrology Service has the responsibility for the granting of such temporary exemptions.

U.S. firm joins Israeli Ministry to build plant

The Israeli Ministry of Development has reached agreement on a joint venture with an American partner, the Madera Company, to commence construction of the $50 million Arad Chemical Company plant. The long-planned chemical complex was delayed while the partners selected the production process for the manufacture of phosphoric acid.

The company now plans to produce 165,000 tons of phosphoric acid per year using hydrochloric acid, for which raw materials are available in Israel. In addition to eliminating the need for imported raw materials, the use of locally-available hydrochloric acid in lieu of sulfuric acid reportedly results in economies of manufacturing.

European firms want to license U.S. manufacturers to produce newly developed equipment

Products involved include industrial paint sprayer, wheel brake, gas shut-off valve, vinyl materials

Manufacturers in Germany, France, Sweden, Austria, and Switzerland are seeking U.S. licensees to produce and distribute their products in the United States.

The products include a paint sprayer, a can crusher, file folder, intercommunications system, wheel brake, gas shut-off valve, vinyl floor covering, and cosmetics.

For additional information concerning these products and the names and addresses of the manufacturers **write:** Office of International Investment, Code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. Reference should be made to the appropriate File number assigned each opportunity listed below.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Paint spraying equipment

• A French firm specializing in portable and industrial paint spraying equipment, and accessories therefor, is interested in a licensing arrangement with a U.S. manufacturing company.

The firm claims that its equipment has been designed to overcome the problems of fog, water condensation, and traces of oil in the compressed air which cause loss of paint and surface irregularities.

These problems have been overcome through the perfection of a turbine-compressor which heats the air through the interaction of air friction and compression within the turbine. The warm air ejects at a constant temperature under low pressure, thus preventing fog, and at the same time pulverizes the paint to assure a stronger adhesion to the surface.

The low pressure of the air ejection also prevents condensation from forming, as happens under high pressure conditions, and there are no traces of oil, since none is necessary for the functioning of the turbine.

The portable equipment is lightweight so that the painter can easily and comfortably carry the compressor at waist height, held in place by a shoulder strap. The industrial size compressor is mobile or stationary. The spray gun has been designed so as to avoid clogging and facilitate cleaning.

The firm now has licensees or agents in several European and Middle Eastern countries, and has U.S. patents on its equipment. **File 1523.**

Refuse crushers

• A German manufacturer of machinery is interested in a cross licensing arrangement with a U.S. manufacturer of commercial type refuse crushers. The crusher which this firm manufactures and will license is electrically operated, and has the capacity to crush cans and bottles up to 14 inches in length and 9 inches in diameter to a fraction of their original size. The crushed containers then fall into a collecting device. The firm indicates that there has been and is a good market for crushers in restaurants, hotels, and hospitals. The crusher takes up very little space.

The firm is also interested in being licensed by an American firm to manufacture commercial garbage and/or refuse crushers or disposers which can be installed in hotels, restaurants, hospitals, etc. The firm says it maintains an experienced international sales organization which reports there is a good market potential for garbage crushers in Western Europe. **File 1524.**

File folder system

• A Swedish producer of office supplies is interested in arranging a license agreement with a U.S. firm for the manufacture and distribution of its office file folder system.

The file folder itself is unlike those which fall open when lifted from a drawer by the folder tab, since the face of the folder is securely tucked under a flap to hold the folder intact. The flap and the folder which expands are held in place by the T-shaped groove of a plastic bar running the length of the folder.

The top of the folder is so shaped that it easily slides into the groove from either end of the bar, and the description of the contents of the folder is placed in the top of the plastic bar which has magnified see-through qualities. Thus, instead of separating folder after folder while looking at the description on tabs, one need only look at the drawer to quickly spot the file folder he needs.

The bars come in two sizes—one 12¼ inches long, the other almost 14. The longer bar allows one to insert small L-shaped plastic pieces into the grooves at the bar ends to convert the file folders into hanging folders. The Swedish firm has a U.S. patent on its product. **File 1525.**

Intercommunications

• A French developer and manufacturer of public address systems and intercommunications equipment with solid state amplifiers for home, office or industrial use is seeking a U.S. licensee to manufacture and distribute its products.

The intercommunications systems

range in size from a simple master station up to 20 sub-stations. In the application of the multi-station system within an office or industrial complex, the stations are equipped with a privacy switch; for noisy areas they are equipped with attenuated listening and reinforced speaking devices; and due to a balance line device, the entire system is designed to operate without line noise. The system can be equipped with manual or electronic switching.

For the more sophisticated applications of duplex type intercommunications systems, the firm has designed and placed in its equipment a transistorized control circuit to rapidly adjust the gain of the input and output elements in proportion to the applied signals. Also for application in duplex-type telephonic communication systems, the design includes an additional control circuit in each of the two opposing channels for conversations. This control circuit serves as an interlock circuit to limit the output gain of each channel.

An executive of the French firm plans to visit the United States in late September to discuss licensing agreements with interested U.S. firms.

The firm has applied for a French patent on the circuit design. **File 1526.**

Gas shut-off valve

• An Austrian manufacturer of heat treating equipment is seeking a U.S. licensee to produce a newly developed shut-off valve for gas burners.

The manufacturer says that the valve is a patented, simple, self-controlled and explosion-proof device which was developed to replace complicated and expensive controls currently used in connection with gas-fired equipment. **File 1528.**

New wheel brake

• A French inventor is interested in granting a license to a U.S. company to manufacture and market a wheel-brake made of aluminum alloys, as a replacement for the automobile wheels, and the drum and disc brake systems now in use.

To overcome the heat problem, and the resultant breakdown of the internal parts and functions of the brake system which the inventor claims is a major defect in present brake systems, he has designed a wheel-brake which consists of a one-piece wheel (the rim being cast with the hub), a small number of parts, a hydraulic system, and brake pads.

The inventor says that the one-piece aluminum alloy wheel offers no manufacturing difficulties; that the braking system is positioned to provide sufficient cooling to the internal parts which are well shielded from outside elements; that the hydraulic system, which needs no supports such as furnished in the present system by caliper assemblies, is separated from the disc and pad heat to eliminate fluid vaporization problems; that the brake pads are arranged around the inside of the wheel so as to allow for quick removal of brake heat; and that the splines which allow axial movement of the disc have been eliminated, in favor of another more economical method.

An application has been filed for a U.S. patent. **File 1527.**

Vinyl material

• A German chemical firm seeks a U.S. licensee to produce and distribute its vinyl material for covering floors and walls. Unlike the square floor and wall tile, this particular vinyl material is applied either as a liquid or paste.

For covering floors, the material is a paste, and a trowel or like instrument is used for the spreading and smoothing process. For wall coatings, it is reported the liquid material can be applied with a spray or a roller.

The advantages of this material appear to lie in the ability to lay a floor covering evenly over uneven surfaces; entails no cutting or breaking of tiles to fit the room design and size, or to accommodate corners. The material, which can be applied to cement, asphalt, metal, glass or wood, is heat resistant, water repellent, resists spiked heels, and constitutes a jointless floor covering.

The firm claims many successful applications of this material in industrial and commercial buildings, and in homes. The production of the product has been licensed in over 40 countries. **File 1463-R.**

Beauty preparations

• A license to manufacture a complete line of beauty preparations is offered a U.S. firm by a Swiss cosmetic company. The Swiss firm, whose products include beauty, nourishing and cleansing creams, beauty milk, anti-wrinkle cream and a preparation for treating acne, would also consider joint venture arrangements.

According to the company, its preparations contain vitamins, are manufactured from the purest raw materials to ensure safety and suitability for the skin and are pleasantly perfumed with only volatile oils, which have been tested for their dermatological quality. The anti-wrinkle cream, for example, contains in addition to vitamins A, E and F, new ingredients developed to restore elasticity to facial tissues and smooth away wrinkles. The firm's cleansing cream has a pure lanolin enriched base and is equally suitable for tender, sensitive skin. This cream may be used both as a normal cleanser and for removing make-up. **File 1491-R.**

Brazilian concerns propose ventures

Due to a mix-up in the submission of documents, the following opportunities originally published in INTERNATIONAL COMMERCE June 5 as a result of the recent U.S. Trade and Investment Mission to Brazil contained minor inaccuracies. The proposals appearing below incorporate the correct information about the two Rio de Janeiro firms.

U.S. companies interested in obtaining further details about these opportunities are requested to write directly to the Brazilian concerns.

• This manufacturer of die castings for automobiles, buses, motors, and office machines seeks licenses to make products utilizing its die-making and casting facilities. These products could include home appliances, office equipment, and agricultural implements. Also, the Rio firm would consider a joint venture or acquisition of its assets by a U.S. concern.

The Brazilian company would be interested in purchasing or leasing die castings not presently available in its country.

Located near Rio

Established in 1946, the company operates a foundry in the outskirts of Rio. Production facilities include five U.S. die casting machines ranging from 15 to 600 tons locking pressure, plus hydraulic milling machines, lathes and grinders for making dies. Die casting is done in aluminum, zamac and brass. The firm has approximately 116 employees and, in addition to its other activities, represents a U.S. manufacturer of gasoline engines.

Write: Metal Molde Carioca Ltda., Av. Rio Branco 135, S/213-2° Andar, Rio de Janeiro, Brazil. WTD.

• Established in 1907, this manufacturer and distributor of electric coffee makers and aluminum cooking utensils seeks a joint venture with a U.S. company. The Rio firm would also consider proposals leading to its complete acquisition by a U.S. concern.

The Brazilian firm's plant is on a 2,-700 yard site in an industrial district of Rio. The company has approximately 80 employees, plus six salesmen. It markets its products in South and Central America.

Write: Cafeteira Brasileira, Rua Sao Luiz Gonzaga 88, Rio de Janeiro, Brazil. WTD.

Managua airport concession open

Operation of new restaurant offered on renewable lease

The Government of Nicaragua is considering leasing the concession rights for a restaurant and bar in the soon to be completed international airport at Managua. The bar/restaurant will be fully furnished and equipped by the airport administration. Tentative plans call for operation of the facility by a concessionaire on the basis of a three-year renewable lease at a cost of $1,300 per month and 10% of the gross sales. These charges could possibly be waived during the first few months of operation.

The new airport will be the largest and most modern facility of its type in Central America. Because of the reportedly excellent weather at the site, Managua could eventually become a major stopover point for airline crews in the area.

The bar and restaurant facilities have been allocated 320 square yards of floor space in the new terminal. A seating capacity of 150 persons is planned, and a small private dining room will be attached. Estimated cost of furnishings and other equipment to be provided by the airport administration is about $55,000.

Few Nicaraguan companies are reportedly in a position to efficiently manage such an operation. First class establishments of this type are limited mainly to a few private clubs in Managua. Bar prices are comparable to those in the United States, but meal prices are considerably lower.

While the Nicaraguan government has not yet made a firm decision on this matter, it has given assurances that U.S. firms would be eligible for the concession if it is offered. U.S. firms interested in following up this opportunity should outline their experience in operating facilities of this nature.

Write: General Juan Jose Rodriguez S., Vice Minister of Defense, Managua, Nicaragua.

Ecuadorean construction company seeks U.S. tie

Established in 1962, this company is interested in some form of association with an experienced U.S. firm to bid on the construction of a new water supply system for Quito. The Ecuadorean construction company claims considerable experience in public works projects and knowledge of local labor and building materials markets, and Ecuadorean import regulations.

The Quito firm says it has been awarded over $400,000 worth of contracts in the engineering, construction, and architectural fields in the past year. The company employs engineers and architects trained both in Ecuador and abroad.

Write: Concretera Modulo S.A., Calle Asuncion 114, P.O. Box 2606, Quito, Ecuador. WTD.

U.S. licenses wanted by two Austrian firms for furnaces, materials for shoe industry

Two Austrian firms request licenses; one wants to produce industrial furnaces and related equipment and one seeks to make materials for the shoe industry.

Additional information about these opportunities is available from the Austrian firms and interested U.S. firms should write to them directly.

- A Vienna manufacturer of heat-treating equipment seeks a license to make industrial furnaces and related heat-treating equipment, or component parts for this apparatus. The Austrian firm's current product line includes small and large tunnel furnaces for the production of fireproof materials and porcelain, plus heat-treating furnaces with or without protective atmosphere.

Established in 1945, the Vienna company has around 500 employees and reports annual sales of approximately $4.2 million. It has wholly owned subsidiaries in West Germany and Turkey, as well as branch offices in Berlin, Duesseldorf, Madrid and Milan.

Write: Unitherm, Oesterreichische Gesellschaft fuer universelle Waermetechnik m.b.H., Nemelkagasse 9, A-1110 Vienna, Austria. WTD.

- A license to manufacture chemical items or such mechanical products as shoe findings for the shoe industry is sought by a Vienna firm. It is also interested in manufacturing chemical products for the rubber, textile, plastics, metal, ceramic and paper industries.

The Austrian concern, which has a subsidiary servicing leather processing machinery, makes chemo-technical materials for shoe manufacturers under license from a West German firm. The Vienna company reports its three traveling salesmen cover the entire Austrian market.

Write: Fato Chemisch-Technische Produkte Ges.m.b.H. & Co. KG., Kaiserstrasse 41, A-1071 Vienna, Austria. WTD.

Two French firms seek links in U.S.

Want to make industrial dryers; ventilating, heating equipment

Two French firms are interested in making licensing arrangements with U.S. companies to produce industrial dryers and products related to ventilating and heating equipment.

- The mechanical construction department of a large French metal working concern is interested in a licensing arrangement to produce industrial dryers complementary to its present product line. The company now manufactures moving tray, roller, vertical shelf, timber, veneer, and recirculating ring type dryers. It is interested primarily in making medium size drum type dryers for use by animal feed processors and chemical fertilizer manufacturers.

Established in 1919, this diversified concern also produces galvanized sheet metal, bridges, conveyors, ovens, textile mill equipment and other metal products. The firm operates several factories in Strasbourg and currently has about 400 employees. To develop and improve equipment and processes, the company utilizes laboratory facilities equipped with semi-industrial sized dryers.

The French manufacturer maintains sales offices throughout France and in most European countries. Several offices are located in former French colonies. The company reported sales of approximately $52 million for 1965.

U.S. firms responding to this announcement are asked to include literature and descriptive brochures covering their products.

Write: Forges de Strasbourg, 75, Allee de la Robertsau, 67 Strasbourg, France. WTD.

- Located in southwest France, this producer of ventilating and heating equipment seeks to diversify its production through licensing agreements with manufacturers of related products in the United States.

Established in 1940, the French concern makes steam boilers, industrial and domestic heaters, thermal units, pulsated hot air heaters and ventilating equipment. It operates two plants employing approximately 500 persons, and maintains branch offices in several French cities.

Write: Establissements Parent, Boulevard du Midi, Nerac, Lot-et-Garonne, France. WTD.

World Trade Opportunities pages 24-31

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

149 Nonmetallic minerals

BELGIUM—Rough diamonds. M. Van Gorp & Sons, p.v.b.a. (distributor, exporter, importer), 60 Beerselhoek, Putte, Mechelen. WTD 7/67.

201 Meat products

MOROCCO—All kinds of canned meats. Direct purchase and agency. Requests replies in French or Spanish. Quotations c.i.f. Casablanca. VINICOM S.A. (importer, distributor, agent), 17-19, Rue de Terves, Casablanca. WTD 7/67.

203 Canning, preserving foods

MOROCCO—Baby food, canned vegetables, canned fish including smoked salmon and crabmeat, sauces, dressings, pickles. Direct purchase and agency. Requests replies in French or Spanish. Quotations c.i.f. Casablanca. VINICOM S.A. (importer, distributor, agent), 17-19, Rue de Terves, Casablanca. WTD 7/67.

204 Grain mill products

MOROCCO—Corn flakes, corn breakfast food, ready to serve. Direct purchase and agency. Requests replies in French or Spanish. Quotations c.i.f. Casablanca. VINICOM S.A. (importer, distributor, agent), 17-19, Rue de Terves, Casablanca. WTD 7/67.

NICARAGUA—Pet food; canned, dry. Direct purchase and agency. Requests price lists, descriptive literature. Requests replies in Spanish. Mr. Alfredo Sancho (veterinarian, retailer), Tienda Natural, Apartado Postal 3521, Managua. WTD 7/67.

207 Confectionery

MOROCCO—Canned nuts, salted. Direct purchase and agency. Requests replies in French or Spanish. Quotations c.i.f. Casablanca. VINICOM S.A. (importer, distributor, agent), 17-19, Rue de Terves, Casablanca. WTD 7/67.

208 Beverage industries

ITALY—Bourbon whiskey. C.I.R.E. (importer), Via Silvio Pellico 6, 20121 Milano. WTD in preparation.

MOROCCO—Canned and bottled beer. Direct purchase and agency. Requests replies in French or Spanish. Quotations c.i.f. Casablanca. VINICOM S.A. (importer, distributor, agent), 17-19, Rue de Terves, Casablanca. WTD 7/67.

Spain releases plans for grain storage sites

A federation of some 900 local and provincial Spanish farmer cooperatives, COES, has indicated it is developing plans for the construction of a grain storage handling system with facilities at about 18 locations in the interior of continental Spain. The system will include about 260 prefabricated galvanized steel bulk storage bins mounted on reinforced concrete bases (156 of 50 M.T. capacity and 104 of 100 M.T. capacity) with grain handling equipment.

Suppliers interested in furnishing bins, bulk grain handling equipment, bagging equipment, and related mechanical and electrical equipment, and performing construction services should contact COES prior to Sept. 14 at the following address: Mr. Enrique Videgain, Cooperativa Espanola de Comercializacion de Productos del Campo (COES), Eduardo Dato, 18, Madrid, Spain. Cable address: SERCOES.

India requests bids on steel tower needs

The Government of India is seeking bids for the design, manufacture, testing and erection of galvanized, painted steel towers for power transmission, along with accessories. The erection work is on various planned transmission lines within Maharashtra State. The cost of the work is estimated at approximately $1.5 million.

Detailed specifications and conditions for bidding may be obtained from the Superintending Engineer (Transmission), Planning and Project, Maharashtra State Electricity Board, Mercantile Bank Bldg., Fort, Bombay 1.

Deadline for bidding is Sept. 19.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Ceylon wants bidders on fishing gear factory

The Ceylon Fisheries Corp. is interested in establishing a Fishing Gear Factory with a capacity of one and one-half tons per day on two shifts operation. Suppliers of machinery should agree to design the factory, commission it and provide technical assistance for the operation of the factory for a period of three years, and train local personnel during this period. The quotations for machinery must be made on a c.i.f. basis and the fees for designing the factory, for technical assistance and for training staff must be stated separately before Aug. 30.

Interested firms should write directly to Mr. Y. Yogasumderam, Ceylon Fisheries Corp., Galle Face, Colombo 3, for further information.

Argentina calls for bids on satellite ground base

The Argentina Secretariat of Communications has requested bids for the supply, installation and testing of a satellite communications ground station. Equipment also include all necessary installations to link the ground station with the domestic communications system. The cost of the project is expected to exceed $6 million.

Tender number 38 DGTc/67, bid deadline Oct. 5.

Interested suppliers may obtain conditions and technical specifications for $72 from the Secretaria de Comunicaciones, Direccion General de Tecnica, Corrientes 132, Rm. 739, Buenos Aires.

209 Food preparations

AFGHANISTAN—Hardened vegetable cooking oil packed in barrels. Zia Co., Ltd. (importer, exporter), Zarnegar Market, Mohammed Jan Khan Waat, Kabul. WTD 7/67.

MOROCCO—Ground spices, seeds, herbs, salt. Instant coffee, honey. Direct purchase and agency. Requests replies in French or Spanish. Quotations c.i.f. Casablanca. VINICOM S.A. (importer, distributor, agent), 17-19, Rue de Terves, Casablanca. WTD 7/67.

220 Textile mill products

MALAYSIA—Interior decorating fabrics, textiles of all kinds for men's, women's, children's clothing. Requests descriptive literature, samples, price list. S. A. Majeed & Co. (M), Ltd. (retailer, importer), 51 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 7/67.

221 Broad woven fabric mills, cotton

BELGIUM—Cotton, manmade fiber, silk shirting fabrics. VITA N.V. (manufacturer, exporter), 253 Gierlesteenweg, Turnhout. WTD 7/67.

228 Yarn, thread mills, products

ETHIOPIA—Knitting yarn, wool, 2/28 and 2/32 knots. Fassiladas Knitting Factory (manufacturer), P.O. Box 732, Addis Ababa. WTD 7/24/67.

235 Hats, caps, millinery

HONDURAS—Felt forms for manufacturing men's hats. Requests catalogues, prices c.i.f. Honduran Port. Fabrica de Sombreros Atlas, S.A. de C.V. (manufacturer), 12 Calle, S.E., No. 39, P.O. Box 44, San Pedro Sula. WTD 6/67.

252 Office furniture

IRELAND—Office furniture. Bryan S. Ryan Ltd. (importing distributor, manufacturer), 51 Dawson St., Dublin 2. WTD 6/67.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

259 Furniture, fixtures

GREECE—Parts for venetian blinds. Requests replies with c.i.f. Piraeus price quotations. Zorbalas Bros. (importer, distributor, sales agent, manufacturer), 41 Proklou St., Athens 502. WTD 6/6/67.

262 Paper mills, products

BRAZIL—Special plastic or plasticized paper plates for offset machines. SOCOPAN- Mercantil e Industrias Graficas S.A. (wholesaler, retailer, manufacturer), Avenida Erasmo Braga 227, 1° andar, salas 110/118, Rio de Janeiro ZC-P, State of Guanabara. Caixa Postal 4348 ZC-P. WTD 1/67.

● **IRAN**—1500 tons kraft and 500 tons semi kraft paper on bobbins. Widths of bobbins range from 640-1200 mm. Bobbin core diameters in ranges between 7-9 cms and outside diameter in ranges from 100 to 110 cms. Basis weights range from 100 to 200 grs. per square meter ± 7 grs. Bid deadline is Oct. 12. The tender announcement with specifications and conditions are available from Forest Products Div., BDSA, Rm. 4003, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3003).

275 Commercial printing

BRAZIL—Plastic playing cards. MABRA Madeiras Brasileiras Ltda. (wholesaler, retailer, importer, exporter), Edificio Banco Mineiro da Producao, Avenida Governador Bley, 8° andar, salas 812/813, Vitoria, Estado do Espirito Santo. Caixa Postal 860. WTD 8/67.

281 Industrial chemicals

GREECE—Bismuth carbonate and citrate; glycocoll; dextrose anhydrous. Agency and direct purchase. Requests c.i.f. Piraeus price quotations. PHARMECAN (importer, distributor, sales agent), 23 Colocotroni St., Athens 125. WTD 5/8/67.

● **KOREA**—Supply of cocoa powder, 15,000 Kg., citric acid 8,000 Kg., potassium nitrate 45,000 Kg., polyvinyl alcohol, 17,000 Kg., and cellulose film 2,000 reels. Tender No. KFX-7100-N, bid deadline Aug. 26. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5498).

MALAYSIA—Potassium amyl xanthate packed in drums of 125 kilos; sulphur and boric powder packed in bags of 50 kilos; chemicals for photo-engraving work. Direct purchase and agency. Lien Wah Co. (importer, wholesaler, retailer), 489 Jalan Ipoh, Kuala Lumpur. WTD 7/67.

SWEDEN—Diagnostic reagents, all kinds. Direct purchase and agency. AB Nissen Preminger (sales agent, distributor, importer), Arbetargatan 22, Stockholm K. WTD 7/67.

283 Drugs

ITALY—Pharmaceutical preparations and production all kinds. Direct purchase and agency. Requests replies in Italian, French. Direct purchase and agency. Cannavo' Giuseppe (wholesaler, retailer, importer, agent), 166 Viale San Martino, 98100-Messina. WTD 8/3/67.

SWITZERLAND—New prescription drugs for heart conditions and for internal medicine, new pharmaceutical preparations promoted to public. Direct purchase and agency. Adroka AG (manufacturer, importer, wholesaler), Nauenstrasse 63, 4002 Basel. WTD 3/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

MALAYSIA—Automotive polishes. Direct purchase and agency. C. P. Khong (indent agent, importer), 33 Tengkat Tong Shin, Kuala Lumpur. WTD 7/67.

287 Agricultural chemicals

LEBANON—Wheat seed disinfectants containing 50% thirum and 25% aldrin: 26 tons; D.D.T. 25% emulsifiable concentrated; 2,500,000. Imp Galls; Rogor (Dimethoate) 40%

or 32%: 400,000 Imp. Galls; Endrin 20% emulsifiable concentrated: 300,000 Imp. Galls; Torbidan 39% (containing D.D.T. & Tuesaphene—methul porathion): 200,000 Imp. Galls; Urea 46%; 46,000 tons; ammonium sulphate: 50,000 tons; phosphate: 100,000 tons. Middle East Development & Investment Co. (importer, commission merchant), P.O. Box 1082, Federal Hotel Bldg., Chouran St., Raouche, Beirut. WTD 8/24/66.

289 Chemical products

HONDURAS—Glues and adhesives for manufacture of paper shopping bags. Fabrica de Sombreros Atlas, S.A. de C.V. (manufacturer), 12 Calle, S.E., No. 39, P.O. Box 44, San Pedro Sula. WTD 6/67.

291 Petroleum refining

● **INDIA**—Lubricating oil—Transformer oil conforming to specification PSM-3100, quantities 3000 Kilo litres. Tender No. PUR/CMBLS/1329/67, bid deadline, 11 a.m. Sept. 5. Government of India, Heavy Electricals (India) Ltd., Purchasing & Main Stores, Administration Bldg., 2nd fl., P.O. Piplani, Bhopal (M.P.).★ (Telephone: 202-WO 7-2355).

291 Petroleum refining

MALAYSIA—White mineral oil packed in drums of 44 gals. Direct purchase and agency. Lien Wah Co. (importer, wholesaler, retailer), 489 Jalan Ipoh, Kuala Lumpur. WTD 7/67.

322 Glass, glassware

SWEDEN—Disposable scientific glassware for hospitals, medical laboratories. Direct purchase and agency. AB Nissen Preminger (sales agent, distributor, importer), Arbetargatan 22, Stockholm K. WTD 7/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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331 Steel mill products

● **INDIA**—Sheets, Plates and Bars: 2744 tons C.R. Sheets 2.0 to 2.5 mm x 1250 to 1828 mm x 2500 to 3600 mm, 1450 tons H.R. Sheets 2.0 to 2.8 mm x 900 to 1,000 mm x 2500 to 3600 mm, 500 tons Boiler Quality Plates, 14 to 56 mm x 1,000 to 1600 mm x 2500 to 7100 mm, Bars, 7 tons 63 mm dia., 8 tons 14 x 150 mm and 5 tons 28 x 152 mm. Tender No. S-77 of 1967, bid deadline September 8. Director, Wagon Production, Ministry of Railways, Railway Bd., Rail Bhavan, Raisina Rd., New Delhi. Tender documents available from India Supply Mission, Reference No. D/ENQ/2401, 2536 Mass. Ave., N.W., Washington, D.C. 20008. Tender fee (not refundable) $1.50 each, payable in advance.

● **PAKISTAN**—Steel keys, two way, for railway: 535,000 pcs. required. Tender No. PD/PW/31/10/1, bid deadline Sept. 4. Tender documents are available for Rs. 25.00 (U.S. $5.25), not refundable, per set from The Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong.

342 Cutlery, hand tools, general hardware

BRAZIL—All types of metalworking files and rasps; can openers; manicure scissors, nail clippers; novelty kitchen and table cutlery; any other novelty cutlery gadgets. MABRA Madeiras Brasileiras Ltda. (wholesaler, retailer, importer, exporter), Edificio Banco Mineiro da Producao, Avenida Governador Bley, 8° andar, salas 812/813, Vitoria, Estado do Espirito Santo. Caixa Postal 860. WTD 8/67.

343 Heating apparatus, plumbing fixtures

MALAYSIA—Industrial oil burners. Requests full details, prices, terms, c.i.f. Port Swettenham. Direct purchase and agency. Folin & Bros., Ltd. (manufacturer, importer, wholesaler, retailer), Lot 16 Jalan 223, Petaling Jaya, Selangor. WTD 7/67.

344 Fabricated structural metal products

● **BURMA**—On behalf of the Myanma Export Import Corp., bids are being invited for the supply of towers and accessories for construction of a 66 K.V. power line. The sealed bids must be marked with the words "Tender for Towers and Other Accessories for the Construction of 66 K.V. Line Crossing Irrawaddy River Near Chauk, Tender No. 67(T)/EL-ESB/66-67."

Specifications and bidding forms may be obtained from the Office of the Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon, for $10.00 per set and deadline for bidding is Sept. 29.

353 Construction, mining, materials handling machinery, equipment

GERMANY—Off-highway wheeltractors with either bulldozer or angle dozer attachments; mixers, pavers and related equipment for concrete and bituminous; tractor-shovel loaders, wheel-type with bucket capacities of more than 2,5 cyds; portable crushing plants. Requests replies with price quotations c.i.f. German or Dutch ports. Fassbender, Siepmann & Co. K.G. (agent, distributor, importer), 57 Bilker Allee, 4 Duesseldorf. WTD 7/27/67.

355 Special industry machinery

BELGIUM—Meat packing machines. Zw an n.v. (manufacturer), 913 Brechtsebaan, Schoten. WTD 7/67.

BRAZIL—Offset and silkscreen machines, related equipment, supplies. SOCOPAN—Mercantil e Industrias Graficas S.A. (wholesaler, retailer, manufacturer), Avenida Erasmo Braga 227, 1° andar, salas 110/118, Rio de Janeiro ZC-P, Estado de Guanabara. Caixa Postal 4348 ZC-P. WTD 1/67.

ETHIOPIA—Socks, hosiery making machines. Fassiladas Knitting Factory, (manufacturer), P.O. Box 732, Addis Ababa. WTD 7/24/67.

HONDURAS—New or used but guaranteed machinery for manufacturing veterinary pharmaceutical preparations. Requests prices c.i.f. Honduran Port. Clinica Veterinaria Urso Rivera (veterinary clinic), la. Calle Oeste No. 6, San Pedro Sula. WTD 7/67.

MALAYSIA—Machinery for manufacture of zippers, slide fasteners. Direct purchase and agency. Folin & Bros., Ltd. (manufacturer, importer, wholesaler, retailer), Lot 16 Jalan 223, Petaling Jaya, Selangor. WTD 7/67.

NICARAGUA—Machinery for manufacture of plastic lids for ice cream cups. Must have average production of 25,000 lids per day in various sizes. Requests descriptive literature, price lists. Requests replies in Spanish. Belli Castellon & Cia, Ltd. (importer, manufacturer, exporter), Apartado Postal 711, Managua. WTD 8/29/66.

357 Office, computing, accounting machines

IRELAND—All types business machines, excluding typewriters, adding machines. Bryan S. Ryan, Ltd. (importing distributor, manufacturer), 51 Dawson St., Dublin 2. WTD 6/67.

358 Service industry machines

PORTUGAL—Water coolers and window type air conditioning units. Current AC-220V 50 cycles. Direct purchase and agency. NORA-Nova Organizacao de Radio, S.A.R.L. (wholesalers, distributors), Av. Fontes Pereira de Melo 3-D, Lisbon. WTD in preparation.

● **TURKEY**—Supply of 50 fuel dispensing pumps; liter recording, electrically and manually driven; 1/3 HP intermittent duty, 50 cps 220-110 V explosion proof motor; 45 lt/min. capacity; standard 12 ft. 3/4" dispensing hose. Tender No. 67-18T-35, bid deadline Aug. 29. Tender documents in English available free from requesting agency: Devlet Su Isleri Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik, Ankara. (The State Hydraulic Works Machinery and Supply Department).

361 Electric transmission, distribution equipment

● **GREECE**—Supply of four voltage regulating transformers, three phase, 22KV, 315 amps with automatic voltage regulating equipment and spares for the Public Power Corporation of Greece. Bid deadline Sept. 29. Tender No. PAP/2607. Tender documents available from Public Power Corp. Athens- Piraeus Division 83-85 Academy St., Athens.★ (Telephone: 202-WO 7-4241).

361 Electric transmission, distribution equipment

NETHERLANDS—Automotive test equipment (electronic). Direct purchase and exclusive agency. Spiteurope N.V. (sales agent), 36 Joh. Vermeerstraat, Amsterdam. WTD 4/67.

● **NEW ZEALAND**—Supply six each 220 KV, 7500 MVA or 10,000 MVA, 600 amp, three phase circuit breakers and accessories for the Maraetai Power Station. Tender No. 507, bid deadline Sept. 19. Tender documents are available from New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4241).

● Supply of one each 50 MVA 220/33 KV transformer bank for Islington Substation, Tender No. 509; and one each 30 MVA, 66/11 KV transformer bank and spare unit for Bromley Substation (Tender No. 510). Bid deadlines are Oct. 3 and Oct. 10, respectively. Tender documents available from New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4241).

● **THAILAND**—Supply of 4500 sets of kw hour meters and spare parts, single phase, 220 volts, 50 cycles rated current 3(9) amp., and 5(15) amp. Tender No. PEA-RED-5/1968, bid deadline, Aug. 29. Tender documents are available at $10 per set, from the procuring agency: Provincial Electricity Authority, Samsen, Bangkok.

362 Electrical industrial apparatus

NETHERLANDS—Electrical instruments for industrial applications. Direct purchase and exclusive agency. Spiteurope N.V. (sales

agent), 36 Joh. Vermeerstraat, Amsterdam. WTD 4/67.

363 Household appliances

DENMARK—Small electrical household appliances, novelties. Flamingo Industri A/S (importer, agent, manufacturer, distributor), Ole Romersvej, Helsingor. Cable: FLAMINDUSTRY. WTD 7/67.

MALAYSIA—Small carpet sweepers. Direct purchase and agency. C. P. Khong (indent agent, importer), 33 Tengkat Tong Shin, Kuala Lumpur. WTD 7/67.

PORTUGAL—Electric household refrigerators, laundry washing machines, driers, dishwashing machines, other household appliances and apparatus. Current AC 220V, 50 cycles. Direct purchase and agency. NORA-Nova Organizacao de Radio, S.A.R.L. (wholesaler, distributor), Avenida Fontes Pereira de Melo 3-D, Lisbon. WTD in preparation.

SWEDEN—All types of electrical household appliances such as blenders, can openers, knife sharpeners, toasters, coffeemakers, coffee grinders, fans, juicers, sun lamps, mixers, tooth brushes, humidifiers, ice crushers, hair dryers, similar products. Request sample literature, c.i.f. prices. Direct purchase and agency. BENDIX, Josephson & Co. AB (distributor, importer, exporter), Box 80, Bandhagen 1. Attn: Mr. L. Randerz. WTD 8/67.

364 Electric lighting, wiring equipment

● **MALAYSIA**—Supply and supervise the installation of high intensity airplane runway lighting, threshold lighting, taxiway and apron lighting, visual approach slope indicators, apron flood lighting, current loop systems with saturable reactors and brilliancy controls, remote control desk with luminous diagram of airfield lighting circuits and a 100-KVA emergency main failure generating set at the Sandakan Aerodrome, Sabah. Bid deadline Sept. 30.

Tender documents available from the Office of the Director of P.W.D., Jesselton, Sabah, East Malaysia upon payment of tender deposit of $66.00. Fee refundable to all tenderers submitting bona fide tenders.

365 Radio, television receiving sets

NETHERLANDS—L.P., mono and stereo phonograph records; popular, opera, classical, modern and traditional jazz. International Discount Record Center (importer), 81 Catharina van Clevepark, Amstelveen. WTD 12/16/66.

PORTUGAL—Radio and television receiving sets, home. Receivers should conform to 625 line TV standard and AC 220V 50 cycles. Direct purchase and agency. NORA-Nova Organizacao de Radio, S.A.R.L. (wholesaler, distributor), Av. Fontes Pereira de Melo 3-D, Lisbon. WTD in preparation.

366 Communications equipment

● **AUSTRALIA**—Supply of 48 and 60 channel telephone carriers and associated equipment. Tender No. C5055, bid deadline Sept. 12. The Deputy Assist. Dir. Gen. (Supply), Postmaster-General's Dept., 380 Russell St., Melbourne, C.1., Victoria 3000.★ (202-WO 7-4823).

GERMANY—Portable, mobile and fixed receiver transmitters and shipboard radar equipment. Requests replies with price quotations c.i.f. German or Dutch ports. T.I.G. Technische Industrieprodukte GmbH (agent, distributor, importer), Postfach 1920, 5 Koeln-Lindenthal. WTD 4/10/67.

NETHERLANDS—Military communication equipment. Direct purchase and exclusive agency for Netherlands, West Germany. Spiteurope N.V. (sales agent), 36 Joh. Vermeerstraat, Amsterdam. WTD 4/67.

371 Motor vehicles, motor vehicle equipment

KOREA—Fire department vehicles and rescue cars for airport use. Direct purchase and agency. Mr. J. H. Aum, Orient Trading Co. (commission agent), I.P.O. Box 1552 Seoul. Cable address: SALEBEST Seoul. WTD in preparation.

SWEDEN—"Curb-feelers" for automobiles. Direct purchase and agency. Maskin & Gummi AB (importer, wholesaler, sales agent), Kalmgatan 19, Johanneshov. WTD 8/1/67.

374 Railroad equipment

● **SPAIN**—Supply of 40 second class passenger cars. Tender No. 28, bid deadline Sept. 19. Specification available from Sr. Director General de la R.E.N.F.E., Direccion General de Estudios y Planificacion, Princesa 1, Madrid 8. Correspondence in Spanish is preferred. This is a world wide tender financed by IBRD. A copy of specifications (in Spanish) may be reviewed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

● Supply of 75 trailers for electric trainsets. Tender No. 32, bid deadline Sept. 19. Specification available from Sr. Director General de la R.E.N.F.E., Direccion General de Estudios y Planificacion, Princesa 1, Madrid 8. Correspondence in Spanish is preferred. This is a world wide tender financed by IBRD. A copy of specifications (in Spanish) may be reviewed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

● Supply of track safety equipment. Tender No. 33, bid deadline Sept. 15. Specification available from Sr. Director General de la R.E.N.F.E., Direccion General de Estudios y Planificacion, Princesa 1, Madrid 8. Correspondence in Spanish is preferred. This is a world wide tender financed by IBRD. A copy of specifications (in Spanish) may be reviewed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

● Supply of 500 flat cars. Tender No. 30, bid deadline Sept. 18. Specification available from Sr. Director General de la R.E.N.F.E., Direccion General de Estudios y Planificacion, Princesa 1, Madrid 8. Correspondence in Spanish is preferred. This is a world wide tender financed by IBRD. A copy of specifications (in Spanish) may be reviewed in Rm. 4314, Transportation Equipment Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

381 Engineering, laboratory, scientific, research instruments

● **TURKEY**—Supply of 150 altimeters, pocket size, neck strapped, with leather case; direct altitude reading; 10-990 m, graduated dial, numerator reading up to 5000 m altitude; convertible for use as barometer. Tender No. 67-812-3, bid deadline Sept. 2. Tender documents in English available free from procuring agency: Karayollari Genel Mudurlugu, Malzeme Subesi Mudurlugu, Ankara. (The State Highways).

● Supply of 28 tachometers: 25X magnification (min.) stadia constant 100 with tripod and standard accessories; 28 levels; fixed-length scope, 24X magnification, erect image, sliding leg tripod and standard accessories; 28 clinometers: double magnifying lenses, special stadiometer, leather case. Tender No. 67-0710/1, bid deadline Sept. 4. Tender documents in English available free from procuring agency: Koy Isleri Bakanligi, Yol, Su ve Elektrik Isleri Genel Mudurlugu, Ulus, Ankara. (The Ministry of Rural Affairs).

381 Engineering, laboratory, scientific, research instruments

SWEDEN—Electronic instruments for medical laboratory work. AB Nissen Preminger (sales agent, distributor, importer), Arbetargatan 22, Stockholm K. WTD 7/67.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Radiation detecting elements, nuclear monotoring instruments, medical monitors, nuclear instruments for industrial purposes. Requests replies with price quotations c.i.f. German or Dutch ports. T.I.G. Technische Industrieprodukte GmbH. (agent, distributor, importer), Postfach 1920, 5 Koeln-Lindenthal. WTD 4/10/67.

NETHERLANDS—Electronic instruments for industrial process control. Direct purchase and exclusive agency. Spiteurope N.V. (sales agent), 36 Joh. Vermeerstraat, Amsterdam. WTD 4/67.

384 Surgical, medical, dental instruments

FRANCE—Surgical and medico-surgical equipment, instruments, accessories, supplies of modern types, including electrical and electronic apparatus and devices, related lines for hospitals, clinics. Price lists, descriptive literature requested. Direct purchase and agency. Requests replies in French. Societe Francaise de Fournitures Chirurgicales (S.F.F.C.) (dealers), 57 Rue Paul-Louis Lande; 33- Bordeaux, Gironde. WTD 8/67.

SWITZERLAND—Narcosis equipment and accessories; reanimation equipment. Direct purchase and agency. Requests replies in German, French. Alois Riegger (importer, wholesaler, manufacturer), Klingelbergstrasse 3, 4000 Basel. WTD 7/67.

385 Ophthalmic goods

BRAZIL—Frames for spectacles and sunglasses. MABRA Madeiras Brasileiras Ltda. (wholesaler, retailer, importer, exporter), Edificio Banco Mineiro da Producao, Avenida Governador Bley, 8° andar, sales 812/813, Vitoria, Estado do Espirito Santo. Caixa Postal 860. WTD 8/67.

395 Pens, pencils, office, artists' materials

● **EL SALVADOR**—Supply of 78,240 mimeograph stencils, white, in units of 48 or 24 per carton, approximate dimensions: 17-11/16" by 9". Tender No. 82(67), bid deadline Aug. 29. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

GERMANY—Carbonless paper. Requests replies with price quotations c.i.f German or Dutch ports. Requests replies in Germany. May & Spies (manufacturer, distributor, importer), Postfach 425, 516 Dueren/Rhld. WTD 7/26/67.

GREECE—Drafting materials. Request replies with price catalogues. Zorbalas Bros. (importer, distributor, sales agent, manufacturer), 41 Proklou St., Athens 502. WTD 6/6/67.

399 Manufacturing industries

MALAYSIA—Hair sprayers, other small houseware. Direct purchase and agency. C. P. Khong (indent agent, importer), 33 Tengkat Tong Shin, Kuala Lumpur. WTD 7/67.

505 Farm products, raw materials

GREECE—Cotton, wool. Requests replies with c.i.f. Piraeus price quotations. Agency and direct purchase. John Frangoudakis (importer, sales agent), 8 Achaiou St., Athens 139. WTD 6/6/67.

596 Farm, garden supply store

NICARAGUA—Garden seeds, bulbs and nursery stock; other garden supplies. Direct purchase and agency. Requests price lists, descriptive literature. Requests replies in Spanish. Mr. Alfredo Sancho, Tienda Natural (retailer, veterinarian), Apartado Postal 3521, Managua. WTD 7/67.

599 Retail stores

NICARAGUA—Pets of all kinds, pet shop accessories. Requests price lists, descriptive literature. Requests replies in Spanish. Mr. Alfredo Sancho, Tienda Natural (retailer, veterinarian), Apartado Postal 3521, Managua. WTD 7/67.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

GREECE—Raw materials for feed products. Requests c.i.f. Piraeus quotations. Pharmecan (importer, distributor, sales agent), 23 Colocotroni St., Athens 125. WTD 5/8/67.

209 Food preparations

PAKISTAN—Tallow, inedible. Requests quotations, C. & F., Karachi. Mohammad Shafi & Sons (importer), Hassanally Effendi Rd., Karachi. WTD 6/67.

225 Knitting mills, products

SWEDEN—Women's stockings, all kinds; men's, boys', youths' socks, all kinds. Requests c.i.f. prices, descriptive literature. Andersson & Tjernberg (sales agent, importer), Fagelstavagen 27, Bandhagen. WTD 7/67.

233 Women's, misses', juniors' outerwear

SWEDEN—Swim suits; c.i.f. prices, catalogs are requested. Anderson & Tjernberg (sales agent, importer), Fagelstavagen 27, Bandhagen. WTD 7/67.

236 Girls', children's, infants' outerwear

FRANCE—Children's and infants' outerwear all kinds, including toddlers' suits; girls' two-piece ensembles, dress and coat; babies' rompers and playtogs, others. Babytext (Etablissements) (S. Chambon) (dealer, clothing manufacturer), 8 Rue Saint-James; 33- Bordeaux, Gironde. WTD in preparation.

249 Wood products

GREECE—Wooden poles, electric power and telephone. Requests replies with CIF-Piraeus price quotations. John Frangoudakis (importer, sales agent), 8 Achaiou St., Athens 139. WTD 6/6/67.

251 Household furniture

FRANCE—Cribs (wood or metal, all purposes: bed, playpen, and dressing table); wind-up swings; infants' playchairs and bouncers; walkers-jumpers, related articles, preferably of new types, for nurseries, home use. Babytext (Etablissements) (S. Chambon) (dealer, clothing manufacturer), 8 Rue Saint-James; 33- Bordeaux, Gironde. WTD in preparation.

264 Converted paper, paperboard products

SWEDEN—All kinds of cloths made from paper. Anderson & Tjernberg (sales agent, importer), Fagelstavagen 27, Bandhagen. WTD 7/67.

266 Building paper, building board mills

MALAYSIA—Insulation material for building construction. C. P. Khong (indent agent, importer), 33 Tengkat Tong Shin, Kuala Lumpur. WTD 7/67.

273 Books

AUSTRALIA—Books, technical, hobby, do-it-yourself manuals, general range of non-fiction. Davis Publications Pty., Ltd. (distributor, importer), 192-194 Castlereagh St., Sydney, N.S.W. WTD 6/67.

282 Synthetic materials

TAIWAN—Filament polyester for knitting and nylon filament yarn. Hanson International Corp. (importer, exporter, agent), P.O. Box 602, Taipei. WTD 10/19/66.

287 Agricultural chemicals

PAKISTAN—Insecticides and fungicides, agricultural. Requests catalogs, quotations, c. & f., Karachi. Mohammad Shafi & Sons (importer), Hassanally Effendi Rd., Karachi. WTD 6/67.

306 Fabricated rubber products

FRANCE—Plastic bottle warmers and vaporizers, babies' feeding kits, other nursery articles of all kinds; automobile safety harnesses (nylon webbing) for infants, plastic walking harnesses for tots. Agency and distributorship with storage and window-display facilities for Bordeaux and region. Babytext (Etablissements)—(S. Chambon) (dealer, manufacturer), 8 Rue Saint-James; 33- Bordeaux, Gironde. WTD in preparation.

325 Structural clay products

MALAYSIA—Glazed wall tiles. C. P. Khong (indent agent, importer), 33 Tengkat Tong Shin, Kuala Lumpur. WTD 7/67.

331 Steel mill products

PAKISTAN—Mild steel sheets, size 8′ x 3′; gauges, 16, 18, 20, 22, 24 and 26. Galvanized iron plain sheets, size 8′ x 3′; gauges, ⅛″, ¼″, ½″ and 1″. Requests catalogs, quotations, c. & f., Karachi. Khadim Ali Shah Bukhari (importer), Gulzar Chamber, 21 West Wharf, Karachi. WTD 7/17/67.

332 Iron, steel foundries

MALAYSIA—Cast iron piping, fittings. C. P. Khong (indent agent, importer), 33 Tengkat Tong Shin, Kuala Lumpur. WTD 7/67.

342 Cutlery, hand tools, general hardware

MALAYSIA—Builders' hardware, all kinds. C. P. Khong (indent agent, importer), 33 Tengkat Tong Shin, Kuala Lumpur. WTD 7/67.

343 Heating apparatus, plumbing fixtures

GERMANY—Space heaters; portable forced air oil burning heaters; contractors' heating equipment; air heaters. Richard Wischeropp (sales agent, wholesaler, exporter, importer), 73 Esslingen a. Neckar, Ottilienstrasse 39. WTD 7/67.

347 Coatings, engraving services

AUSTRALIA—Texture coating. G & H Chemical Industries Pty., Ltd. (manufacturer, distributor), 44 Orchard Rd., Brookvale, N.S.W. WTD 7/67.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Mining machinery, i.e. above and under ground drilling equipment, air or mechanically operated, underground cutters and loaders. Conquip Ltd. (manufacturer, retailer, exporter, importer), P.O. Box 141, Auburn, N.S.W. WTD 5/67.

GERMANY—Overhead conveying systems and equipment for industrial use; power and free conveyors with selective dispatch control. Richard Wischeropp (sales agent, wholesaler, exporter, importer), 73 Esslingen a. Neckar, Ottilienstrasse 39. WTD 7/67.

HONG KONG—Fork-lift trucks, preferably liquid-propane gas operated. Exclusive agency. Siber Hegner & Co. (H.K.) Ltd. (importer, retailer, exporter, agent), P.O. Box 164, Hong Kong. Cable: SIBHEGNER. Telex: 306. WTD 5/3/66.

PAKISTAN—Excavation machinery; mining machinery, equipment. Requests catalogs, quotations, c. & f., Karachi. Sibtain Bros. (importer), Ghafoor Chambers, Victoria Rd., Karachi. WTD 6/67.

355 Special industry machinery

ITALY—Ice cream making machines. La Commissionaria Mercantile (manufacturer, agent), Via Ugo Foscolo 1, Milan. WTD in preparation.

356 General industrial machinery

GREECE—Seal machines; overwrapping machines. Requests c.i.f. Piraeus quotations. Pharmecan (importer, distributor, sales agent), 23 Colocotroni St., Athens 125. WTD 5/8/67.

357 Office, computing, accounting machines

SWEDEN—Computer products such as input and output devices, all kinds. Agency for Scandinavia, Germany, Holland, Belgium, Switzerland. Impetus AB (sales agent, importer), Seglarvagen 13, Lindingo 3. WTD 8/67.

358 Service industry machines

FRANCE—Cold-storage freezing and superfreezing units, refrigerator counters and cabinets for institutions, hotels, and restaurants; display and show-cases and related refrigeration equipment for commercial use. Descriptive literature and price lists requested. Soceram (Etablissements) (dealer), 3 Ave. Paul-Sejourne; 31- Toulouse, Haute-Garonne. WTD 7/67.

Food preparing and serving machinery; catering equipment for hotels, restaurants, institutions, related lines. Descriptive literature, price lists requested. Soceram (Etablissements) (dealer), 3 Ave. Paul-Sejourne; 31-Toulouse, Haute-Garonne. WTD 7/67.

PAKISTAN—Air-conditioning units, commercial and industrial. Requests catalogs, quotations, C. & F.. Karachi. Sungreen & Co., Ltd. (importer), G.P.O. Box No. 53, Green House, McLeod Rd., Karachi. WTD 5/67.

362 Electrical industrial apparatus

BELGIUM—Ultra-small microphones; micro FM receivers; detectors; miniature tape recorders. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

363 Household appliances

UGANDA—Electric household appliances such as cooking equipment, refrigerators, laundry equipment, electric housewares, fans, sewing machines. Eastern Electrical Co., Ltd. (importer, wholesaler), P.O. Box 462, Kampala. WTD 7/67.

Household, commercial gas ranges. Datoo's Glassware Mart (importer, retailer), P.O. Box 839, Kampala. WTD 8/67.

365 Radio, television receiving sets

BELGIUM—Microphones, ultra-small, control. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

ITALY—Loud speakers, sound reproduction components, tuners. RACOEL—Ing. Gino Rossi & Co., s.a.s. (distributor), Via A. Maffei 20, 20135 Milano. WTD 2/21/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

366 Communication equipment

BELGIUM—Ultrasonic equipment, sonars, depth sounders; all kinds, except large sterilizers. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

HF, VHF, UHF, communication equipment; base stations and mobile, shipborne and airborne; direction finders, gyros, traffic control equipment. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

Radar systems and equipment; all kinds, small sizes. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

SWEDEN—Audio noise reduction systems for high fidelity systems, broadcasting systems, phonograph recording. Impetus AB (sales agent, importer), Seglarvagen 13, Lidingo 3. WTD 8/67.

367 Electronic components, accessories

ITALY—Capacitors, resistors, semiconductors, transformers. RACOEL—Ing. Gino Rossi & Co., S.a.s. (distributor), Via A. Maffei 20, 20135 Milan. WTD 2/21/66.

SWEDEN—Digital magnetic tape. Impetus AB (sales agent, importer), Seglarvagen 13, Lidingo 3. WTD 8/67.

369 Electrical machinery, equipment, supplies

BELGIUM—Dosimeters and charges, Alpha-Beta, Gamma ion chambers, remote handling tools. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

X-ray equipment and gamma-radiography for non-destructive testing; X-ray diffraction equipment. Agency for Yugoslavia. Belram S.A. (agent) 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

371 Motor vehicles, motor vehicle equipment

ETHIOPIA—Motor vehicle parts, accessories. Ethiopian Commercial Organ. (commission agent), P.O. Box 1063, Addis Ababa. WTD 7/21/67.

NETHERLANDS—Novel type mechanically operated fifth wheel couplers with max. load capacity between 1500-2000 lbs. for very light door-to-door delivery vans. Exclusive representation for Benelux countries. Metaalcompagnie "Brabant" N.V. (importer, wholesaler, exporter, agent), 137 Aalsterweg, or P.O. Box 551, Eindhoven; attention Mr. Knufman. WTD 10/18/66.

Mechanical or hydraulic, fifth wheel lifting units for trucks, piggy-back type, for handling container trailers. Exclusive representation for Benelux countries. Metaalcompagnie "Brabant" N.V. (importer, wholesaler, exporter, agent), 137 Aalsterweg, or P.O. Box 551, Eindhoven; attention Mr. Knufman. WTD 10/18/66.

381 Engineering laboratory, scientific, research instruments

BELGIUM—Lasers, masers. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

PAKISTAN—Instruments, laboratory, scientific. Requests catalogs, quotations, C. & F., Karachi. Mohammad Shafi & Sons. (importer), Hassanally Effendi Rd., Karachi. WTD 6/67.

Meteorological instruments, equipment. Requests catalogs and quotations, C. & F., Karachi. Electronics International (importer), 43 Parsi Colony, M.A. Jinnah Rd., Karachi. WTD 2/67.

382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Instruments and accessories for non-military applications, nuclear, individual and collective monitoring and alarm systems; air samplers, decontaminators and cleaners, tubes and counters. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

383 Optical instruments, lenses

BELGIUM—Spectrometers, X-ray and gamma. Agency for Yugoslavia. Belram S.A. (agent), 83 Ave. des Mimosas, Brussels 15. WTD 6/15/67.

SWEDEN—X-ray and infrared microscopes for testing of integrated circuits. Impetus AB (sales agent, importer), Seglarvagen 13, Lidingo 3. WTD 8/67.

384 Surgical, medical, dental instruments

FRANCE—Dental laboratory equipment, instruments, tools, such as dental burrs and drills; cutting instruments; pliers; orthodontic appliances, dental supplies of all categories: waxes, gypsum, amalgams, impression materials. Requests replies in French. Baquera, Georges (dealer, sales agent), 62 Rue Mazarin; 33- Bordeaux, Gironde. WTD 7/67.

GERMANY—Ear protectors, noise absorbing

ear guards for industrial use. Richard Wischeropp (sales agent, wholesaler, exporter, importer), 73 Esslingen a. Neckar, Ottilienstrasse 39. WTD 7/67.

ITALY—Dental supplies. Dr. S. Brunetto (agent), Via Benedetto Marcello 20, 20124 Milano. WTD 5/16/66.

387 Watches, clocks, parts

ITALY—Kitchen clocks. Melchioni, S.p.A. (distributor), Via P. Colletta 39, 20135 Milano. WTD 4/67.

391 Jewelry, silverware, plated ware

BELGIUM—Rough diamonds, polished diamonds, over one carat; to import on commission basis. Gemco (distributor, exporter, importer), 1 Schupstraat, Antwerp. WTD 7/67.

394 Toys, amusement, sporting goods

IRELAND—Toys, all types. J. C. Walsh & Sons, Ltd. (manufacturer, manufacturers' agent), 23-24 Main St., Rathfarnham, Dublin 14. WTD in preparation.

TANZANIA—Toys and games, novelties, battery-operated toys. Exclusive agency. H. S. Dalal (manufacturers' representative), P.O. Box 245, Dar es Salaam. WTD 7/67.

395 Pens, pencils, office, artists' materials

ITALY—Stationery, artists' materials. Tiesse, S.r.l. (distributor), Via Varanini 29/B, 20127 Milano. WTD in preparation.

TANZANIA—Pen and pencil sets, small office supplies and stationery items. Exclusive agency. H. S. Dalal (manufacturers' representative), P.O. Box 245, Dar es Salaam. WTD 7/67.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Buttons, metal or plastic, silvered or gold colored. Mr. Vanden Dwije (importer, distributor), 40 Avenue des Genets, Tervuren. WTD 7/31/67.

ITALY—Costume jewelry. Attson di Mario Ottino (distributor), Corso Italia 43, 20122 Milano. WTD 4/26/66.

399 Manufacturing industries

TANZANIA—Advertising specialities, novelties, similar items suitable for business gifts: cigarette boxes, ash trays, desk sets, plastic and rubber novelties, individually packed gift sets. Exclusive agency. H. S. Dalal (manufacturers' representative), P.O. Box 245, Dar es Salaam. WTD 7/67.

Italian firm seeks pact with U.S. contractors

A newly formed Italian corporation with international financial backing seeks to contact U.S. firms with knowledge and experience in shopping center planning and development, to help it build a shopping center on the outskirts of Rome.

The cost of the envisaged complex, which will contain a department store, one or two supermarkets, a Woolworth-type store, some 40-50 other smaller shops, restaurants, snack-bars, and parking facilities for at least 2,000 cars is estimated at $8 million.

The U.S. firm selected may, as it desires, participate either on an advisory fee basis or as part of the Italian firm.

Interested parties should contact: The Corona Shopping Center Roma, S.p.A. Via Cassia 1041, 00189 Rome (Telephone: 307-0863).

Madrid invites bidders on facility for city park

The Municipality of Madrid is accepting bids for the construction, installation, maintenance, and operation of a children's train within Madrid's Casa de Campo Park. The train's track will be approximately four kilometers long, with the necessary tunnels, bridges, stations, etc. Concession for exploitation of the railway will be for 35 years.

Copies of terms and conditions, in Spanish, are available on a loan basis from the Building Materials & Construction Industries Div., BDSA, 564, Rm. 4014, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-3601).

Interested firms should contact the Negociado de Contratacion, Excelentisimo Ayuntamiento de Madrid, Madrid 12. Deadline for bidding is Sept. 9.

Leads for Importers

Commodities are offered direct unless specified

145 Clay, ceramic, refractory minerals

MALAYSIA—Kaolin, approximately 100 tons per month. Direct sale or agency. Lee Bin & Co. (indent agent, commission merchant), 7 Road 25, Petaling Jaya, Selangor. WTD 7-67.

203 Canning, preserving foods

AFGHANISTAN—Cleaned, polished green raisins and pistachio nuts (shelled) in standard packages to meet customer's requirements. Zia Co., Ltd. (importer, exporter), Zarnegar Market, Mohammed Jan Khan Waat, Kabul. WTD 7/67.

208 Beverage industries

BRAZIL—Sugar cane brandy "deluxe" packaging; samples available on request. Direct sale or through well-established agents. Merimpex—Representacoes Importacoes e Exportacoes Ltda. (wholesaler, agent), Avenida Rio Branco 156, 6° andar, salas 614/615, Rio de Janeiro ZC-21, Estado da Guanabara. Caixa Postal 787 ZC-00. WTD 6/6/66.

209 Food preparation

NIGERIA—Coconut. A. A. Momson & Co. (exporter), 2 Ijaiye St., P.O. Box 270, Lagos. WTD 5/9/66.

235 Hats, caps, millinery

FRANCE—Hats of various styles, cloth and synthetic material for men, women, children. Wholesale exportation, direct or through well-established agents. Crambes (Etablissements) (manufacturer, wholesaler, exporter), Avenue de Figeac; 82-Caussade, Tarn-et-Garonne. WTD 7/67.

242 Sawmills, planning mills

MALAYSIA—Malaysian timber: logs, lumber; species: Ramin meranti, sengawan; specifications: logs, girth, 42"/59", length 13 feet and above; lumber, girth 60" and above, length over 13 feet. (Direct sale or through agents). W. T. K. Timber Exporter (exporter), 28 Cross Rd., P.O. Box 256, Sibu, Sarawak. WTD 7/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Prefabricated, workers' isothermal dwellings and shelters designed for prompt and easy erection on offshore drilling platforms utilized by petroleum industry; other patented units, such as prefabricated isothermal yard-habitations for use in tropical countries; isothermic containers, and cooling-rooms. Descriptive literature will be mailed upon request. Soule (Etablissements Industriels D.) (manufacturers), Route de Tarbes; 65-Bagneres-de-Bigorre, Hautes-Pyrenees. WTD 7/67.

264 Converted paper, paperboard products

SWEDEN—Swedish made paper shopping bags, excellent for use in supermarkets. Ingeniorsfirma Carl-E. Hesseborn (sales agent, exporter), Kungsholmsgatan 78, Stockholm K. WTD 7/67.

301 Tires, tubes

NIGERIA—Raw materials, rubber. A. A. Momson & Co. (exporter), 2 Ijaiye St., P.O. Box 270, Lagos. WTD 5/9/66.

364 Electric lighting, wiring equipment

FRANCE—Lightning arresters, station-type, voltage rating 3-kv. to 245-kv.; nominal current discharge 10,000 a.; heavy-duty line arresters, 15 kv. to 73 kv. current discharge, 7,000 a.; distrution-type 3 kv. to 20 kv; current discharge 5,000 a; high voltage disconnecting switches and related electrical equipment, patented units. Descriptive literature furnished upon request. Soule (Etablissements Industriels D.) (manufacturer), Route de Tarbes; 65-Bagneres-de-Bigorre, Hautes-Pyrenees. WTD 7/67.

382 Instruments for measuring, controlling, indicating physical characteristics

SWEDEN—Fully electric sheet detector which does not touch sheets, applicable to all kinds of printing presses. Brochures in English available upon request. U.S. patent pending. Ingeniorsfirma Carl-E. Hesseborn (sales agent, exporter), Kungsholmsgatan 78, Stockholm K. WTD 7/67.

505 Farm products, raw materials

NIGERIA—Raw materials such as ginger, shea nuts, coffee beans, chillies. A. A. Momson

& Co. (exporter), 2 Ijaiye St., P.O. Box 270, Lagos. WTD 5/9/66.

794 Amusement, recreation services

BARBADOS—Yearlings and two year old horses for racing purposes. Miller Bros. (livestock exporter), Tudor St., Bridgetown. WTD 5/25/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

CEYLON—W. Pinsiripal Fernando, United Tractor & Equipment Ltd., 457 Union Place, Colombo 2, interested in meeting U.S. exporters and importers and in **locating a U.S. firm willing to collaborate in an industrial venture** in Ceylon. Aug. 24 via San Francisco for 10 days. c/o Caterpillar Tractor Co., Peoria, Ill. Itinerary: San Francisco, Peoria, New York, Toledo, Ohio, Washington. WTD 7/67.

GREECE—Theodoros Tsaousoglou, 1 Tositsa St., Thessaloniki, interested in **plastic upholstery materials, metal furniture, plastic furniture, cotton or synthetic material for outdoor chairs and awnings.** Aug. 22 via New York for one week. c/o Mrs. Maria Beniades, 682 East 141st St., Bronx, N.Y. 10454. Itinerary: New York. WTD in preparation.

INDIA—B. H. Singhania, J. K. Organisation, National Insurance Bldg., 7 Council House St., Calcutta 1, West Bengal, interested in importing **special machinery for production of air bubble filled polyethylene packaging material and in obtaining technical collaboration for manufacture of continuous stationery used in computers and tabulators, and luggage, suitcases, brief cases,** and requesting technical information. Aug. 17 via New York for three weeks. c/o Commodore Hotel, 42nd St. & Lexington Ave., New York, N.Y. 10017. Itinerary: New York, Chicago, San Francisco. WTD under revision.

JAMAICA—Vernon Love, Maple Products Co. Ltd., 32 Dunrobin Ave., Kingston 10, interested in contacting possible importers of Jamaican handicraft items. Aug. 27 via Miami for three months. c/o Philip J. Bernstein, Biscayne Terrace Hotel, Biscayne Blvd., Miami, Fla. 33132. Itinerary: Miami, Washington, New York, Los Angeles, San Francisco. WTD in preparation.

NEW ZEALAND—Stanley O. Niven, Managing Director, and Geoffrey N. Niven, General Manager, representing Samuel Parker Ltd., The Strand, Parnell, P.O. Box 154, Auckland 1, interested in investigating **new methods and new products for New Zealand Manufacture under license,** for example **light gauge metal framings, metal roofings, spouting, caldings, hot dip galvanising, production jobbing, plumbers hardware such as taps, traps, baths, basins,** and similar items. Also **boat building using metals such as aluminum, plastic coating of metals, vacuum forming for manufacture of plastic baths and basins.** Aug. 30 via New York for 34 days. c/o Thomas Cook & Son, 587 Fifth Ave., New York, N.Y. Itinerary: 8/30-9/5 New York, 9/5-9 Washington, 9/9-13 Cincinnati, 9/13-17 Chicago, 9/17-22 San Francisco, 9/22-10/2 Los Angeles. WTD 7/67.

City of Brisbane invites bids on underground parking project

The Brisbane City Council has issued an invitation to bid on the construction of a 1000 car underground parking area. The plan calls for multilevels below ground, with the ground level given over to a decorative park area for public use.

Specifications may be obtained from The Town Clerk, Brisbane City Council, Brisbane, 4000 Australia, or from The American Consulate, 359 Queen St., Brisbane, 4000 Australia, upon deposit of $112.00 which is returnable only if a bona fide tender is submitted.

It is planned to award the successful bidder who is prepared to construct the facility at his own expense, a 75 year franchise to operate it. The offer from the bidder may be in the form of a lump sum bid for design and construction, a proposal to design and construct in exchange for the franchise or any alternative proposal for the financing and granting of the franchise for operation.

Deadline for submitting bids is Sept. 29.

Peru asks bids to supply ground satellite station

The Government of Peru is inviting bids for provision of equipment and materials, construction and financing of a ground station for satellite communications.

The contracting firm will have 14 months to complete the project following the signing of the contract. Upon receiving the documents and bases of the bidding each interested party will deposit $1,864.28 as a guarantee that it will make a bid. The amount will be returned to the party following the bid. Documents cost $111.86 to be paid to the cashier of the Junta Permanente Nacional de Telecomunicaciones.

Deadline for bidding is Sept. 20 and correspondence is preferred in Spanish. Interested firms should contact Junta Permanente Nacional de Telecomunicaciones, Departamento de Planeamiento, Washington 1894, Piso 11, Of. 1106, Lima, Peru.

Thailand plans $20 million highway construction project

The Ministry of National Development RTG plans to build a new stretch of super highway to link Thonburi, sister city of Bangkok on the west bank of the Chao Phaya River, with the Pak Thau district in Rajburi Province. The highway, estimated to cost $20 million will be built through Smutsakorn and Smutsongkram provinces to join the Petchkasem Highway at the Pak Thau district. The proposed highway will cut the distance from Bangkok to the southern region of Thailand by some 80 kms., by-passing Nakorn Chaisri and Nakorn Pathom.

Invitations to bid will be issued in the near future and interested U.S. contractors may obtain more information from Mr. Uthai Voodhikul, Dept. of Highways, Rama 6 and Sri Ayudhya Rds., Bangkok, Thailand.

Taiwan development assisted by $15 million Bank loan

The World Bank has approved a loan equivalent to $15 million to the China Development Corp., a privately owned development finance company, to replenish its foreign exchange resources for loans to private industrial enterprises in Taiwan.

The China Development Corp. (CDC) was established in 1959 to assist in the creation, modernization and expansion of private industrial enterprises in Taiwan, to encourage participation of private capital in such enterprises, and to help promote and develop a capital market. It can provide finance through medium-term and long-term loans, equity investments, guarantee operations and the underwriting of securities.

CDC expects to provide a substantial part of the investments needed to make Taiwan's industry internationally more competitive in coming years. Future industrial investments are likely to be more capital intensive and, in the absence of a developed capital-goods producing industry, to have a growing import component. In the light of this and a generally favorable outlook for investments, CDC forecasts a business volume for the period 1967-69 of 1,260 million New Taiwan dollars (US$31.5 million), over two-thirds of which is expected to be foreign exchange lending.

IEA offers course in international trade

A lecture course for exporting personnel is being offered by the International Executives Association beginning Oct. 2. Classes will be held Monday evenings through Nov. 27 at the Chemists' Club, New York City.

Topics to be covered are: introduction to international marketing, market analysis, transportation and insurance, the export distributor, advertising and sales promotion, international credit evaluation, overseas manufacture and licensing, and financing international trade.

Write: International Executives Association, Inc., 432 Park Ave. So., New York, N.Y. 10016.

New Books and Reports

Overseas Business Reports. U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.

Market Profiles: Western Europe and Canada. OBR 67-39. Information on foreign trade, foreign investment, finance, economy, basic economic facilities, natural resources and the people is presented for the following countries: Austria, Belgium, Denmark, Finland, France, Federal Republic of Germany, Greece, Iceland, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, Yugoslavia and Canada. The same information is included for the European Economic Community and the European Free Trade Association.

Market Profiles for the Far East. OBR 67-40. Information listed above is presented for 15 Far Eastern countries: Australia, Cambodia, Hong Kong, Indonesia, Japan, Korea, Laos, Malaysia, New Zealand, Philippines, Ryukyu Islands, Singapore, South Viet-Nam, Taiwan (Republic of China) and Thailand.

Market Profiles for Africa. OBR 67-41. Similar categories to those reported for Western Europe and Canada are covered for 41 selected African countries.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Economics and Tourism: a Study of Factors Affecting Travel to the U.S.A.* Published by Arthur D. Little, Inc. Cambridge, Mass. 199pp.**

An analysis of the increase in tourists from foreign countries visiting the United States since the inception of the U.S. Travel Service is contained in this study. Nearly half a million additional tourists and more than $225 million in additional revenues are judged to have resulted from increased government/industry promotional efforts in 19 countries since the establishment of the Department of Commerce's Travel Service in 1961.

The countries studied are OECD members, representing about 45% of the total U.S. tourism market abroad.

Eight economic factors were examined for each country: per capita national income; cost of travel to the United States; currency restrictions; time; prices in a tourist's home country relative to prices in the United States; devaluation; population; and propensity to travel to the United States for pleasure. These were first analyzed for the years 1950-61 to determine relationships explaining the number of tourists visiting the United States. The relationships were then extended through 1962-66 to determine what would probably have resulted without the joint government/industry Visit USA program.

Results of the study indicate that increased travel was accelerated in countries where promotional activities were heaviest. In countries where there was little or no promotion effort, economic factors appeared to be the sole determinants.

Copies of the full report can be purchased from Arthur D. Little, Inc., Acorn Park, Cambridge, Mass. 02140. Summaries have been prepared and a limited number of copies are available from the U.S. Travel Service, Department of Commerce, Washington, D.C. 20230.

***General Introduction to Spanish Law.* By M. Fraga Iribarne. Published by Publicaciones Espanolas. Madrid. 1967.**

This book contains English translations of lectures given at the International Faculty of Comparative Law, Strasbourg, France, by Mr. Iribarne, who is a lecturer of the Faculty of Law, University of Madrid, and Spain's Minister of Information and Tourism.

The lectures cover the sources and development of the Spanish legal system and comparative law, constitutional, canon and administrative law.

For further information, **write:** Publicaciones Espanolas; Avenida del Generalisimo, 39; Madrid, Spain.

***Geographical Distribution of Financial Flows to Less-Developed Countries (Disbursements) 1965.* Published by the Organization for Economic Cooperation and Development. Paris. 1967. 67pp. $2.**

This latest statistical study on development assistance by the OECD brings up to date figures already published for 1960-64. The figures for 1965 cover the same categories as in the previous study.

A breakdown by types of transactions and by donor and receiving countries is given of the aid furnished by OECD members, Australia and international agencies. The study's aim is to give a comprehensive picture of financial assistance in its various aspects, taken both at the source and at the place of destination.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Economic Survey of the United Kingdom.* Published by the Organization for Economic Cooperation and Development. Paris. 1967. 46pp. 80 cents.**

This is the latest title in this series of economic studies for member countries, published annually by the OECD. The booklet contains information on economic developments and policies, business trends and economic outlook. Emphasis is placed on the country's most important current problems.

A statistical annex is included showing major business indicators, wages and prices, public finance and foreign trade, and a list of policy measures taken in July 1966.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

New World Bank books describe development plans

The International Bank for Reconstruction and Development, the International Finance Corporation and the International Development Association have prepared a series of three booklets on the activities of the World Bank Group in the Americas, in Asia and in Africa.

The three institutions of the World Bank Group share the same purpose: to help increase productivity and raise living standards in the less developed countries. The Bank, which has 105 member governments, borrows a large part of its funds in the private capital markets and lends on conventional terms.

The pamphlets are available **from:** the International Bank for Reconstruction and Development, 1818 H St. NW., Washington, D.C. 20433.

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Calendar *for international traders*

CEDAR RAPIDS, Ia.—Sept. 19—Foreign Trade Bureau Meeting, 7:45 p.m., Roosevelt Hotel. Speaker: Rudy Schanken, Dir., International Administration, Collins Radio Data Processing. Sponsor: Foreign Trade Bureau, Chamber of Commerce.

CHICAGO—Sept. 6—Association of Commerce & Industry Meeting, Palmer House. Sponsor: Chicago Association of Commerce & Industry.

CHICAGO—Sept. 12—Automotive Exporter's Club, Builders Bldg. Sponsor: Automotive Exporter's Club.

CHICAGO—Sept. 14—International Trade Club, LaSalle Hotel. Speaker: Dr. Eugene M. Braderman, Deputy Asst. Director, Commercial Affairs & Business Activities, U.S. Dept. of State. Sponsor: International Trade Club.

KANSAS CITY, Mo.—Sept. 12—Meeting for Exporters, 6 p.m., Muehlebach Hotel. Sponsors: International Trade Club; REEC; Commerce Field Office.

KANSAS CITY, Mo.—Sept. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

MILWAUKEE—Sept. 7—Milwaukee World Trade Club monthly meeting, Holiday Inn Central. Speaker: Dr. George F. Frey, v.p., Lionel D. Edie & Co., New York.

NEW YORK—Aug. 29—Businessmen's Consultation, **Anthony Geber, Economic Officer, Paris/to Vienna.** Sponsor: Commerce Field Office.

NEW YORK—Aug. 30-31—Businessmen's Consultation, **John Panos, Assistant Commercial Attache, Tehran /to Stockholm.** Sponsor: Commerce Field Office.

RICHMOND—Aug. 28—Businessmen's Consultation, **Anthony S. Dalsimer, Commercial Officer, Kinshasa.** Sponsor: Commerce Field Office.

ST. LOUIS—Sept. 12—"Show You" Export Workshop, Conference Room, Federal Building. Sponsors: REEC; Commerce Field Office.

ST. LOUIS—Sept. 18—First of eight weekly Export Trade Seminars, 7 p.m., St. Louis University. Sponsors: REEC; St. Louis Univ.; World Trade Club; Commerce Field Office.

SAN FRANCISCO—Sept. 13—General Export Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg. Sponsor: Commerce Field Office.

SAN FRANCISCO—Sept. 20—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13450. New Federal Bldg. Sponsor: Commerce Field Office.

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BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

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BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

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CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

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CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

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DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

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HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

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MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flaglos St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 1001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

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